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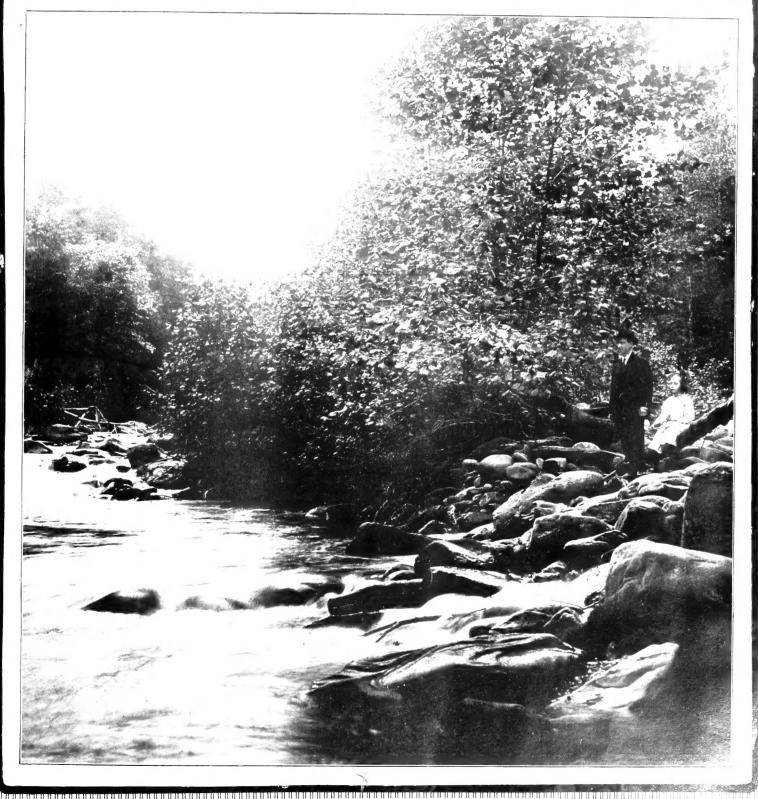
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FINON ROLL

Twenty-Second Year Semi-Monthly

CHICAGO, OCTOBER 25, 1916

Subscription \$2.
Single Copies, 10 Cents.



—Manufacturers of—
HARDWOODS

ESTABLISHED 1798

Large and well selected stock for prompt shipment

J. Gibson McIlvain & Company Philadelphia, Pennsylvania

Announcement of a Specialized Veneer Service

MR. SAM A. THOMPSON, who now directs our extensive lumber and veneer business, desires us to make known to the buying trade that in any and all sales he will have the most cordial and thorough co-operation from every department in our organization to the end that your needs as a buyer may be adequately handled. It seems wise to emphasize our special attention to

Rotary Gum Core Stock and Crossbanding Any Thickness

We have always taken a close interest in the needs of the veneered door trade and assure any prospective buyer of our veeners or panels that the goods he buys are backed by a thorough-going manufacturing and sales organization and come from plants equipped to properly perform any work in Southern hardwoods. Our veneer logs are all selected from our own timber.

Chicago Office GEORGE B. OSGOOD, Peoples Gas Bldg.

Grand Rapids, Mich., Office FRANK B. LANE, Houseman Bldg.

The Anderson-Tully Company MEMPHIS, TENN.

Manufacturers of Southern Hardwoods, Veneers and Panels

(See inside back cover this issue)

MICHIGAN

Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

TALKING MACHINE BUILT-UP STOCK IN ALL WOODS FOR COMPLETE CABINETS

- ¶ All materials carefully selected and tested, well glued and every detail of manufacture given closest expert attention to positively insure high quality necessary. Prompt shipments.
- ¶ Louisville panel stock can be depended upon to make your cases attractive and durable. Our long experience is at your disposal.

SEND US YOUR SPECIFICATIONS FOR QUOTATION

THE LOUISVILLE VENEER MILLS

Makers of Good Veneers and Panels for more than a Quarter of a Century

LOUISVILLE, KENTUCKY

BAY CITY, MICH.

The Largest Producing Center of Michigan Hardwood

"FINEST"

Maple and Beech FLOORING

∴ Michigan ∴ Hardwood Lumber

Write for Prices

W. D. Young & Co.

The Kneeland-Bigelow Company

BEECH

200 M ft. of 6/4 No. 3 Common 500 M ft. of 5/4 No. 3 Common

MAPLE

750 M ft. of 5/4 No. 3 Common

J. RAYNER VENEERED PANELS

ALL WOODS Send for Stock List

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST. CHICAGO



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it-also prices-and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Complete stock of 3/8" and 13/16" in all standard widths

PLAIN and QUARTERED RED and WHITE OAK

AND OTHER HARDWOODS

EVEN COLOR SOFT TEXTURE

MADE (MR) RIGHT

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in EASTERN KEN-TUCKY.

Oak Flooring

PROMPT SHIPMENTS

THE MOWBRAY & ROBINSON CO., Inc.

J. M. Attley & Company

Southern Hardwoods

OAK, ASH, GUM, MAPLE

Thirty years in business

1209 Lumber Exchange, Chicago

G. W. Jones Lumber Co.

NORTHERN AND SOUTHERN
HARDWOODS

ALWAYS IN THE MARKET FOR DRY STOCK

807 Lumber Exchange, Chicago

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MAISEY & DION

CHICAGO

Kiln Dried and Air Dried

Hardwoods

Utley-Holloway Company

General Offices, 111 W. Washington St.
Manufacturers

Oak, Ash, Cottonwood, Elm, Gum CHICAGO, ILLINOIS BAND MILLS Helena, Arkansas—Kanema, Arkansas

Helena, Arkansas——Kanema, Arkansas

Secure Better Prices

at less selling cost by reaching more customers. Hardwood Record puts you before them All Twice a Month

ASK US ABOUT IT

CHICAGO

History of the

Largest Lumber Centre

in the

World

IX

THE HARDWOOD INDUSTRIES

Nearly all wood-using industries employ both hard and soft woods. In some of them the former prevail and in others the latter. Few industries use either hardwoods or softwoods exclusively. There are a number of industries in Chicago which employ hardwoods in excess of softwoods, and for that reason they may be designated as hardwood industries. Following is a partial list of such, with the amount of woods of all kinds used annually by each of them.

Feet Used Yearly

Industries

.....273,844,000 Farm machinery.. 88,181,000 Furniture 52,918,750 Fancy molding ... 39,943,250 Pianos and organs 36,913,500 Hardwood and parquetry flooring. 24,730,000 Butter tubs..... 22,000,000 16,262,000 Chairs Store and office fixtures 15,748,500 Mantels 13,545,000 Heavy wagons... 11,590,000 Cooperage 10,600,000 Tables 7,612,520 Tables Elect. apparatus. 7,510,000 Church and school furniture 6,527,000 5,436,000 Coffins Plumbing equipment 3,057,000 Ldry. equipment.. Trunks 2,320,000 1,834,000 1,821,000 Stairways Cigar boxes..... Light vehicles.... 1,505,830 Small musical in-615,420 struments Sewing machines. Small boats.... 600,000 545,000 Handles 450,000 Sporting goods... 449,000 Machine posts.... 428,000 Meat blocks.... 300,000 Novelties and toys 290,000

The foregoing industries, several of which are large, draw supplies from all the hardwood regions of the country and afford what is perhaps the best market in the world for such material. The handling and the manufacturing of such large quantities of lumber in a single city creates an enormous volume of business.

Constant streams of rough lumber enter Chicago from all points of the compass, and constant streams of manufactured products go out to all points of the country.

(See next issue)

TRADE IN CHICAGO

FRED W. IPHAM JAMIS

JIMIS C. WALSH

TELEPHONE CANAL 5772

UPHAM & AGLER

WHOLESALE Hardwood Lumber

Throop Street
SOUTH OF TWENTY-SECOND

HEADQUARTERS FOR CHESTNUT AND BIRCH

Geo. D. Griffith & Co.

WHOLESALE HARDWOODS

805 Lumber Exchange Building

TELEPHONE RANDOLPH 2165 Chicago, Ill.

SCIENTIFICALLY KILN DRIED

Oak Birch Gum

RED CEDAR MAHOGANY

D. W. Baird Lumber Co.

1026 to 1040 West Twenty-second Street CHICAGO, ILLINOIS

PREPAREDNESS

for coming good times will make you SEND US YOUR INQUIRIES FOR

Our Specialties Oak, Gum, Cypress

CLARENCE BOYLE, Inc.

WHOLESALE LUMBER
LUMBER EXCHANGE BLDG.
Yards at CHICAGO Band Saw Mill
orest. Miss. CHICAGO Wildsville, La.

.

If you are not a subscriber to HARD-WOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

The Truth About Oak

If you furniture makers, you architects, builders and finish men who would pronounce the benediction over oak would analyze your reasons you would see a different situation than you imagine.

Isn't it true that when you think of oak and its possibilities you think of it as in the days of the leg-o'-mutton sleeve?

What killed walnut when its "light faded"? Merely the fact that it was subjected to but one method of finishing—and people grew tired of that method.

Now isn't the condescending attitude toward "good old reliable oak," the "friend we can always go back to but who hasn't enough pep to keep up with us modern folks," due to the belief that oak is always a "one way wood"?

OAK IS NOT A ONE WAY WOOD—If you will look into the new possibilities of finishing and application that are already broadening its use you will learn many reasons why oak could be made a

more powerful agent to help your business than any other one variety of wood. We can secure for you any information you want along these lines.

If There Is Anything You Want to Know About Oak
WRITE

OAK INFORMATION BUREAU

537 South Dearborn St., Chicago, Ill. or Any Manufacturer on Succeeding Pages

Dependable Distributors of Oak

ALABAMA

H. H. Hitt Lumber Co., Decatur. (See page -..) c-Cromwell Hardwood Lumber Co., Montgomery.

ARKANSAS

ARRANSAS

Bliss-Cook Oak Company, Blissville. (See page 40.)

Paepcke Leicht Lbr. Co., Blytheville and Helena. (See page —.)

Crittenden Lumber Company, Crittenden.

Pee-Crayton Hardwood Lumber Co., Dermott.

C-J. V. Stimson Hardwood Company, Helena.

J. H. Bonner & Sons, Heth. (See page 40.)

b-Little Rock Lumber & Manufacturing Company,

Little Rock. (See page 8.)

Miller Lumber Company, Marianna.

Edgar Lumber Company, Wesson.

ILLINOIS

b—H. B. Blanks Lumber Co., Cairo. (See page 16.) a, b, c—Dermott Land & Lumber Company, Chicago. (See page ...) Utley-Holloway Lumber Company, Conway Bldg., Chicago. (See page 5.)

INDIANA

a, b—S. Burkholder Lumber Ce., Crawfordsville.

Hoffman Brothers Company. (See pages 13-16.)

c—Bedna Young Lumber Company, Greensburg
Chas, H. Barnaby, Greencastle. (See page —)

J. V. Stimson, Huntingburg. (See page 52.)

Long-Knight Lumber Company, Indianapolis. (See page 13.)

Wood-Mosaic Company, New Albany. (See page 10.)

North Vernon Lumber Company, North Vernon.

C. & W. Kramer Company, Richmond.

Swain-Roach Lumber Company, Seymour. (See page 39.)

a, b, c—fullerton-Powell Hardwood Lumber Company, South Bend.
 a, b—Cyrus C. Shafer Lumber Company, South Bend.

KENTUCKY

a, b. c—Arlington Lumber Company, Arlington. (See page 34.)
Clearfield Lumber Company, Inc., Clearfield.

LOUISVILLE

W. P. Brown & Sons Lumber Co. (See page 10.) Churchili-Milton Lumber Company.

LEXINGTON

b-Kentucky Lumber Company. b. c-Turkey Foot Lumber Company, Inc.

LOUISIANA

The Ferd. Brenner Lumber Company, Alexandria. Colfax Hardwood Lumber Co., Colfax, b., c—The Hyde Lumber Company, Lake Providence. Climax Lumber Company, St. Landry. Thistiethwaite Lumber Co., Ltd., Washington. Mansfield Hardwood Lumber Company, Winnfield.

MISSISSIPPI

b—Alexander Bros., Belzoni. (See page 8.) b—Lamb-Fish Lumber Co., Charleston. (See page 41.) Paepcke Leicht Lumber Company, Greenville. (See page —,)
Issaquena Lumber Company, Issaquena.
Mississippi Lumber Company, Quitman.
b, c-Tallahatchie Lumber Company, Philipp.
Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

MISSOURI

a, b, c—M. E. Leming Lumber Company, Cape Girardeau.

Long-Bell Lumber Company, Hdwd. Dept., Kansas City, Mo.

a, b, c—Tschudy Lumber Company, Kansas City.

b, c—Galloway-Pease Co., Poplar Bluff.

Baker-Matthews Minutacturing Co., Sikeston. (See page 40.)

e—Arkia Lumber & Manufacturing Company, St. Louis.

a, b, c—Chas. F. Luchrmann Hardwood Lumber Company, St. Louis.

a, b, c—Thos. E. Powe Lumber Company, St. Louis.

-Manufacturer of Implement Stock. -Manufacturer of Car Material. -Manufacturer of Factory Dimension. Firms in Heavy Type Have Individual Ads on Pages Designated.

NORTH CAROLINA

a, b, c-Carr Lumber Company, Pisgah Forest.

OHIO

Yellow Poplar Lumber Company, Coal Grove a, b, c-W. M. Ritter Lumber Company, Columbus. b-Barr-Holaday Lumber Company, Greenfield.

CINCINNATI

CINCINNATI

Bayou Land & Lumber Company.
C. Crane & Co. (See page 40.)
a, b—Duhlmeier Brothers & Co.
The John Dulweber Company.
Hay Lumber Company.
a b—Mowbray & Robinson Company. (See page 4.)
a, c—Probst Lumber Company. (See page 52.)

PENNSYLVANIA

Aberdeen Lumber Company, Pittsburgh.

Rabcock Lumber Company, Pittsburgh.

Bluestone Land & Lumber Company, Ridgway.

TENNESSEE

a, b, c-J. M. Card Lumber Company, Chattanooga Williams Lumber Co., Fayetteville. (See page 37.) c-Bedna Young Lumber Company, Jackson. Johnson City Lumber & Manufacturing Co., Johnson City Lumber Company, Townsend. (See page 11.)

KNOXVILLE

J. M. Logan Lumber Company. (See page 11.) b—Vestal Lumber & Manufacturing Co. (See page 11.)

MEMPHIS

MEMPHIS

Anderson-Tully Company. (See pages 2-51.)
b—Geo C. Brown & Co
Goodlander-Robertson Lumber Company.
Memphis Band Mill Company.
Russe & Burgess, Inc.
c—J. V. Stimson Hardwood Company.
J. W. Wheeler & Ce.

NASHVILLE

Davidson, Hicks & Greene Company. Farris Hardwood Lumber Company. Love, Boyd & Co. John B. Kansom & Co.

TEXAS

Liberty Hardwood Lumber Company, Blg Creek. (See page 9.) South Texas Lumber Company, Houston. (See page 9.)
H. G. Bohlssen Mfg, Co., New Caney. (See page 9.)
Southern Pine Lumber Company, Texarkana. (See page 9.)

VIRGINIA

c-U. S. Spruce Lumber Company, Marion.

WEST VIRGINIA

Buckhannon.

a, c-West Virginia Timber Company,
Buckhannon.

a, c-West Virginia Timber Company,
Charleston.

Pardee & Curtin Lumber Company,
Clarksburg.

C. L. Ritter Lumber Company,
Huntington.

Rockcastle Lumber Cempany,
Huntington.

Rockcastle Lumber Company, Huntington. Clay Lumber Company, Middle

Huntington.
Clay Lumber Company, Middle
Fork.
The Parkersburg Mill Company,
Parkersburg.
a, b, c—The Meadow River Lumber Company, Rainelle.
b, c—Warn Lumber Corporation,
Raywood.
American Column & Lumber Co.,
St. Albans.

WISCONSIN

a c-Racine Lumber & Manufac-turing Company, Racine.



Alexander Brothers

Stock and Price List BELZONI, MISS. October 7, 1916. F. O. B. Belzoni Deber 7, 1916. F. O. B. Belzoni BELL (LABTEREI) WHITE OAK No. 2 Com. 15 10.00 \$1.50 \$40.00 \$2.500 \$1.40 \$1.50 \$40.00 \$2.500 \$1.40 \$1.50 \$40.00 \$2.500 \$1.40 \$1.50 \$40.00 \$2.500 \$1.40 \$1.50 \$1.50 \$40.00 \$2.500 \$1.40 \$1.50 \$1.50 \$40.00 \$2.50 \$1.40 \$1.50 \$ 45 00 55.00 PLAIN WHITE CAK 5 (1) 12 () PLAIN RED OAK 40.60 \$2.00 \$27.00 40.60 \$3.500 \$27.00 40.61 \$1.2.0 \$27.00 45.60 PLAIN RED GTM 5 (0 SAP GUM 56,006 16.00 17,000 18.00 4 ± 107 & W.2er : 22.00 4 ± 18 to 17 Bx. 64,600 23.00 6/4 : 7.4 22.00 8.000 19.00 \$00 19.00 TUPELO 6.000 5.00 2.000 18.00 4.000 13.00 Weights guaranteed not to exceed by sound per foot over standard crating stock resawed to cider.

Rates from Belzeni to Chicago, 1942 & 2342; Boston, 37; Evansville, 16; Cinchnati, 18 & 16; Louisville, 15; Buffalo, 2842 & 2842; New York, 35; Philisdelphia, 33; Cairo, 10 & 13; St. Louis, 1352; New Orleans, 10.

Quality and Grade

Band-Sawed Otd. White Oak 4'4 to 8/4 Plain Red Oak 4 4 to 8/4 Plain and Quartered Red Gum 4/4 to 8/4 Sap Gum 4/4 to 8/4 Ash 4'4 to 20/4 Car Material In the HEART of the Best Arkansas Timber

Long Lengths We ship as high as 60% 14 and 16 foot.

Good Widths

10% to 15% in Quartered white Oak guaranteed 10" and up. Plain Oak made as wide as is consistent with good manufacturing.

Manufacture

Our manufacturing cost is 1/3 higher than it would be if we lowered our standard.

Inspection

National inspection Guaranteed. Experi-enced and careful inspectors who ship a straight, reliable even grade.

Little Rock Lumber & Mfg. Co. D. S. WATROUS, Sec'y-Mgr. Little Rock, Arkansas

Lumber Scarce? Try This List!

INDIANA STOCK

**75,080' 1" No. 2 C. & B. Q. S. **

**Some 134" No. 2 C. & B. Q. S. **

White Oak.

60,600' 1" Stand 2nds Plain White Oak.**

40,000' 1" No. 2 Common Plain White Oak.**

30,000' 1" No. 2 Common Plain **

White Oak.**

30,000' 1" No. 2 Common & Better Q. S. Red Oak.**

40,000' 1" No. 2 Common & Better Q. S. Red Oak.**

10,000' 1" Log Run Butternut.**

10,000' 1" Log Run Butternut.** White Co. 40 of the land 2nds Plain Co. 40 of the land 2nds Plain Co. 40 of the land 2nds Plain White Oak. 2 Common & Better Q. 8. Red Oak.

SAINT FRANCIS BASIN STOCK

50,000' 1" No. 2 C. & B. Q. S. White Oak. \$0,000' 1" Ist and 2nds Flain White Oak. 110,000' 1" No. 1 Common Plain White Oak. \$90,000' 1" No. 2 Common Plain White Oak. \$5,000' 1" No. 2 Common Plain White Oak. 25,000' 1" No. 2 C. & B. Q. C. & R. G. Oak. 15,000' 1" Ist and 2nds Plain Red Oak. 20,000' 1" No. 1 Common Plain Red Oak. 65,000' 1" No. 2 Common Plain Red Oak.

30,000 1" 1st and 2nds Cypress.
75,000 1" Select Cypress.
20,000 1" Select Cypress.
20,000 1" Shop No 1 Cypress.
20,000 1" No 1 Common Cypress.
20,000 1" No 2 Common Cypress.
20,000 1" Select Cypress.
20,00

VAIL COOPERAGE CO.

Fort Wayne, Indiana

TEARNS LUDINGTON

HARDWOOD SPECIALISTS

Lower Peninsula MICHIGAN MAPLE

A Complete Assortment Cross Piled and End Piled Winter Sawn

WE SPECIALIZE IN DIMENSION STOCK

JAMES C. COWEN, Chicago Representative

The QTEARNS LUDINGTON, MICH.



Texas Has More Forested Area than Any Other State. Its Hardwoods Are Fast Coming Into Popularity



THE TEXAS OAKS

TEXAS WHITE and RED OAK is used today for every purpose to which OAK lumber is adapted, from the highest grade furniture fixtures and trim—where APPEARANCE is paramount—to car material, boxes and crates—where STRENGTH is essential. The OAKS reach their finest development in the rich alluvial soil of East Texas. The splendid growth attained by the TREE is reflected in the LUMBER.

Your Neighbor Buys TEXAS WHITE and RED OAK for

Color, Figure, Texture, Widths, Lengths

YOU'LL Be Satisfied. Write

WHITE OAK RED OAK RED GUM ASH ELM Liberty Hardwood Lumber Co...BIG CREEK
H. G. Bohlssen Mfg. Co....NEW CANEY
South Texas Lumber Co....HOUSTON
MILL AT CNALASKA
Southern Pine Lumber Co....TEXARKANA
MILL AT DIBOLL
Philip A. Ryan Lumber Co...LUFKIN

Cottonwood MAGNOLIA HICKORY CYPRESS TUPELO

TEXAS—Ultimately the Principal Source of Hardwood Supply

For list of Stocks for Sale by these firms see pages 44-45



HARDWOOD GATEWAY OF THE SOUTH

W. P. Brown & Sons Lbr. Co.

We offer for Immediate
QUARTERED WHITE OAK
4-1 Is and 2s. 250,000 ft.
4-4 No. 1 Common, 175,000 ft.
4-4 No. 2 Common, 30,000 ft.
4-4 No. 1 Common, 175,000 ft.
4-4 No. 1 Common, 200,000 ft.
4-5-4 No. 1 Common, 27,000 ft.
4-7 No. 1 Common, 200,000 ft.
4-8 No. 1 Common, 200,000 ft.
4-9 No. 1 Common, 200,000 ft.
4-1 No. 1 Common, 200,000 ft.
4-1 No. 1 Common, 200,000 ft.
4-1 No. 2 Common, 200,000 ft.
4-2 No. 2 Common, 200,000 ft.
4-3 No. 2 Common, 200,000 ft.
4-4 No. 2 Common, 200,000 ft.
4-5-4 No. 2 Common, 200,000 ft.
4-7 No. 1 Common, 200,000 ft.
4-8 No. 1 Common, 200,000 ft.
4-9 No. 2 Common, 200,000 ft.
4-9 No. 2 Common, 200,000 ft.
4-9 No. 2 Common, 200,000 ft.
4-1 No. 2 Common, 200,000 ft. OF ARTERED RED GUM 5-4 Is and 2s, 30,000 ft. 5-4 No. 1 Com., 27,000 ft. 6-4 No. 1 Com., 50,000 ft. 8-1 Is and 2s, 65,000 ft. 4-4 No. 1 Common, 200,000 ft.
PLAIN RED OAK
4-4 18 and 28, 100,000 ft.
4-4 No. 1 Common, 200,000 ft.
5-4 18 and 28, 50,000 ft.
SOUND WORMY OAK
4-6 Common and Better, 200,000 ft.
8 1 Com & Bet., 100,000 ft. SAP GUM
4-4 Roxboards, 13 to 17 in.,
100,000 ft.
4-4 1s and 2s, 300,000 ft.
4-4 No. 1 Com., 200,000 ft.
8-4 1s and 2s, 45,000 ft. CYPRESS
4-4 1s and 2s, 50,000 ft,
4-4 Selects, 45,000 ft,
4-1 No 1 Shop, 38,000 ft. 8 1 Com & Bet, 100,000 ft. POPLAR 4-4 1s and 2s, 60,000 ft. 4-1 Boxboards, 13 to 17 in. wide, 35,000 ft. 4-4 Sap, 30,000 ft. 4-4 No. 1 Com., 150,000 ft. 5-4 No. 1 Com., 50,000 ft. 4-1 No 1 Snop, 88,000 ft. SHORTLEAF YELLOW PINE 4-4, 5-4, 6-4, 8-4 B, and Bet-ter, kiln dried. 4-4 No. 1 Common Boards, 4-4 No. 2 Common Boards, 2 in. Dimension. PLAIN RED GUM 4-4 1s and 2s, 150,000 ft.

Wood Mosaic Company

Main Office, New Albany, Ind.

We offer for immediate delivery:

QUARTERED WHITE OAK.

300,000 ft. 4-4 ls & 2s. 50,000 ft. 5-4 ls & 2s. 15,000 ft. 5-4 by 10 and up.

QUARTERED RED OAK. 50,000 ft. 4-4 No. 1 com-mon. 15,000 ft. 5-4 No. 1 com-mon. 10,000 ft. 8-4 No. 1 com-mon.

PLAIN WHITE OAK. 30,000 ft. 5-4 is and 2s. 10,000 ft. 10-4 1s and 2s.

PLAIN RED OAK. 25,000 ft. 6-4 1s and 2s.

QTD. WHITE OAK 25,000 ft. 3-16 No. 1 common

All dry Indiana and Ken-tucky Stock.

Norman Lumber Company

It will pay you to get in touch with

POPLAR HEADQUARTERS

This is our specialty. Please note the items in stock, ready to ship, and ask us for quotations:

Poplar.

4-4 1s and 2s, 30,000 ft. 4-4 No. 1 com., 28,000 ft. 4-4 1s and 2s, 12' and up, 5-4 No. 1 com., 28,000 ft. 23,000 ft.

4-4 Sap. & Sel., 40,000 ft.

4-4 Sap. & Sel., 40,000 ft.

4-5 Sap. & Sel., 12' and up, 26,000 ft.

5-4 No. 2 A. & B. Com., 156,000 ft.

5-4 No. 2 A. & B. Com., 50,000 ft. 3-4 Sap. & Sel., 20,000 ft. 6-4 No. 2 A. & B. Com., 35,-6-4 Sap. & Sel., 10,000 ft. 8-4 Sap. & Sel., 18,000 ft. 8-4 No. 2 A. & B. Com., 27,-3-4 No. 1 com., 20,000 ft.

maneral resourcements and a superior contract of the contract

Edward L. Davis Lumber Company

Kentucky and Indiana Oak, Ash, Walnut

are famous for color and texture. The careful buyer selects not merely "lumber," but stock that will do credit to the job. In our own sawmill at Louisville we cut up the finest logs produced in this section-and the consumer gets the benefit. Ask us for prices on what you need.

W. R. Willett Lumber Co. LOUISVILLE, KY.

If you need hardwoods send your inquiries to us. We are sales agents for the Parkland Sawmill Co., Louisville, Ky., and the Bond-Foley Lumber Co., Bond, Ky., both of which are band mills. Quality and satisfaction guaranteed.

Poplar

4-4 ls and 2s, 2 cars,
4-4 No. 1 Cm., 50,000 ft,
4-4 Panel, 5,000 ft,
16-4 ls and 2s, 5,000 ft,
5-8 Panel, 18 to 21 in.,
19,000 ft,
4-4 No. 1 Com. & Bet., 30,000 ft,

000 ft,

Plain Red Oak
3-4 ls and 2s, 35,000 ft,
3-4 No. 1 Com., 20,000 ft,
8-4 ls and 2s, 26,000 ft,
4-4 ls and 2s, 30,000 ft,
4-4 No. 1 Com., 58,000 ft,

Plain White Oak

Plain white tak
4-4 No. 1 Com., soft. 2 cars.
4-4 Is and 2s, soft. 3 cars.
4-4 No. 2 Com., 50,000 ft.
4-4 No. 1 C. & B., Sd. Wmy.,
50,000 ft.
4-4 No. 3 Com., 300,000 ft.

Quartered White Oak

4-4 Is and 2s, 60,000 ft, 4-4 No 1 Com, 12,000 ft, 4-4 No 1 Com, 12,000 ft, 4-4 No 1 Com, 10' and up, 13,000 ft, 4-2 C & E, strips, 2½ to 5½, No. 1, 100,000 ft,

Mahogany Dimension Stock

we want to figure with you on your season's requirements. We are pioneers at this game, and know what we are about in cutting mahogany to size for furniture manufacturers and other users of this wood. We will take pleasure in making cost estimates on as few or as many cutting bills as you will send us, without further obligation on your part. Dimension Department

> C. C. Mengel & Bro. Company

Our Dimension department is operated in addition to our regular operations in mahogany and walnut lumber and vencers.





The Soft Textured Woods of This Region Have Never Been Surpassed

Impartial Observers Praise East Tennessee Hardwoods

IT is the unvarying opinion of fair-minded hardwood manufacturers and of well-schooled consumers familiar with the country's hardwood supply that the hardwoods of the great East Tennessee mountain region have never been surpassed even by the most widely acclaimed products of restricted areas.

East Tennessee hardwoods in every one of their great variety of species combine the zealously sought qualities of grade, good dimension, satisfying texture, and variety of figure which in some quarters are represented as being contained only in limited and closely worked regions where "each tree separately, and not the conglomerate forest," is the objective of the sawmill man, but—

The fact that the wonderful East Tennessee quality is embraced in the "forest" rather than in "each tree separately" is a big advantage to the buyer, as he is assured of unvarying supplies of any wood he wants and at all times—he can count on service.

The following firms are the principal manufacturers in this region who will tell you anything you want to know about East Tennessee quality.

The Babcock Lumber & Land Co. . . Knoxville, Tenn. Little River Lumber Co. . Townsend, Sevier Co., Tenn. Vestal Lumber & Mfg. Company Knoxville. Tenn. J. M. Logan Lumber Company Knoxville. Tenn.

ALL

AMERICAN BLACK WALNUT

Our customers do our boosting so it is not necessary for us to use our voices, only to ask—"what purpose do you use this walnut for?"—"what quantity do you require?"—"we have the proper stock for you, when do you wish it shipped?"

E. J. STANTON & SON

Wholesale Lumber

Los Angeles, Cal., October Seven, 1916.

Pickrel Walnut Co., St. Louis, Mo.

Gentlemen:-

We have your favor of the 2nd inst., in which you acknowledge our remittance for the car you shipped us.

In looking up our letter to attach to your reply, we notice that we did not express our appreciation of the quality of stock which you shipt to us. We wish to say that we were very much pleased with the shipment, and when we are in need of more of this stock, we will certainly take the question up with you again.

Thanking you, we remain,

Yours very truly,

E. J. STANTON & SON.

S. E. Hamilton.

SEH/-

LOGS

LUMBER

VENEERS

PICKREL WALNUT COMPANY

ST. LOUIS, MO.

American Black Walnut

Just now everybody is talking walnut. Architects are specifying it for their finest buildings, the public is buying furniture of that material, and every lumberman, who a few years ago was telling consumers that there was none to be had, is now posing as a walnut expert. It is just as well, under the circumstances, to stick to those who know walnut, and who were responsible for putting it on the map. Here they are—and the lumber they list is a good buy:

EAST ST. LOUIS WALNUT COMPANY Kansas City, Missouri

1s & 2s Walnut	No. 1 Common
50,000 ft. 3-8" 6" & up 8' to 16'	50,000 ft3-8"
50,000 ft. 1-2" 6" & up 8' to 16'	35,000 ft
35,000 ft. 1-2" 10" & up 8' to 16'	140,000 ft3-4"
50,000 ft. 5-8" 6" & up 8' to 16'	240,000 ft4-4"
50,000 ft. 5-8" 10" & up 8' to 16'	6,000 ft 5-4"
3,500 ft. 5-8" 14" & up 8' to 16'	3,000 ft6-4"
13,000 ft. 3-4" 10" & up all 8'	2,000 ft8-4"
& 9"	1,200 ft16-4"
15,000 ft. 4-4" 6" & up 8' to 16'	NT- 0 C
4,000 ft. 5-4" 6" & up 8' to 16'	No. 2 Common
1,500 ft. 6-4" 6" & up 8' to 16'	150,000 ft 4-4"
2,500 ft. 8-4" 17" & up 8' to 16'	10,000 ft
	4,000 ft6-4"
	23,000 ft8-4"

FRANK PURCELL Kansas City, Mo.

PRIME WALNUT LOGS

Walnut Lumber, all grades and thickness. Figured Walnut, Butts and Long Wood. Mill and Factory at Kansas City.

SANDERS & EGBERT CO. Goshen, Ind.

STOCK OF WALNUT ON HAND

1s and 2s	No. 1 Common
3/7" 1,500 ft.	1/2" 18,000 ft.
1/2" 34,000 ft,	5/8" 1,000 ft.
5/8" 41,000 ft.	3/4" 3,000 ft.
3/4" 48,000 ft,	1"110,000 ft.
1"x5" strips 300 ft.	1 ¼ " 14,500 ft.
1"x7" to 9" short 7,500 ft.	1½" 13,900 ft.
1¼"	2¼" 3,000 ft.
114"	No. 2 Common
	1/2" 4,500 ft.
2"x10" & up 1,000 ft.	5/8" 700 ft.
2¼" 12,500 ft.	3/4" 13,000 ft.
2½" 600 ft.	1"
	1¼" 10,000 ft.
	1½" 1,000 ft.
	1" Clear face 3,200 ft.
	1" Shorts 16,000 ft.

PENROD WALNUT & VENEER COMPANY Kansas City, Mo.

	FAS		No. 1 Common	
1/2-in.		35,000-ft.	1/2-in 20,000-ft	
			5/8-in 30,000-ft	
			3/4-in 14,000-ft	
4/4-in.		15,000-ft.	4/4-in	
5/4-in.		5,000-ft.	5/4-in	
6/4-in.		5.000-ft.	6/4-in 15,000-ft	
			8/4-in 65,000-ft	
_,			Plain and Figured	
			Veneers5.000.000-ft	

HOFFMAN BROTHERS COMPANY Fort Wayne, Ind.

4,000-ft.	3/8-in, 1st and 2nds.
	3/8-in. No. 1 and No. 2 Common.
	1/2-in. No. 1 Common and Better.
2,500-ft.	1-in. 1st and 2nds 10-in. and up.
30,000-ft.	1-in, 1st and 2nds 6-in, and up.
10.000-ft.	1-in. No. 1 Common.
10,000-ft.	1-in. No. 2 Common.
15.000-ft.	1 1/4-in, 1st and 2nds 9-in, and up.
11,000-ft.	1 1/4-in, 1st and 2nds 6-in, and up.
13.000-ft.	11/4-in, No. 1 Common.
5.000-ft.	1 1/2-in. 1st and 2nds 6-in. and up.
2 500-ft	11/2-in No 1 Common

GEORGE W. HARTZELL Piqua, Ohio

Stock List of American Walnut

1s & 2s	No. 1 Common
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	ft. Clear Walnut Squares ft. 2x2x12-in
Clear	Walnut Shorts
1x4-in, and up wide, 18- long	ft. long
1x4-in. and up wide, 30-ing25,000	
1x4-in. and up wide, 36-i	in. 1x4-in. and up wide, 66-in.
	n Walnut Veneers, including Long ng Striped Wood and Figured Butts.

H. A. McCOWEN & CO. Louisville, Kentucky

Bone Dry Walnut. 1st and 2nds. 28,916 ft. 4/4 6' and 7' long. 21,120 ft. 4/4 12' and 13' long. 18,600 ft. 4/4 14' long. 14,610 ft. 4/4 16' long.	12.890 ft. 6/4 10' and up long. 5,980 ft. 10/4 10" and up. 3,950 ft. 10/4 6" and up wide. 9,510 ft. 12/4 10" and up wide. 8,240 ft. 12/4 6" and up wide. 2,120 ft. 16/4 10" and up wide. 1,800 ft. 16/4 10" and up wide.
8,712 ft, 5/4 6' and 7' long, 19,943 ft, 5/4 8' and 9' long, 21,498 ft, 5/4 10' and up long, 8,922 ft, 6/4 8' and 9' long,	Also almost any other grade in any thickness from '%' to 4".

LONG-KNIGHT LUMBER COMPANY Indianapolis, Indiana

1 car 4/4 1	ist and	2nds, 6" and up.
75,000-ft. 4	/4 No.	1 Common.
15,000-ft. 4	/4 No.	2 Common.
8,000-ft. 5	/4 No.	1 Common.
8,000-ft. 5	/4 No.	2 Common.
12,000-ft, 6	3/4 No.	2 Common and Better.
65,000-ft. 8	1/4 No.	2 Common and Better.
		T#

We have in etock ready to ship 300,000 feet 1/28" walnut veneers. Ask for samples and prices.

THEODOR FRANCKE ERBEN, G. m. b. H. Cincinnati, Ohio

	WALNUT	5/8" No. 1 Common 50,000 ft.
3/8" 1s	& 2s 6,000 ft.	3/4" No. 1 Common 40,000 ft.
1/2" 1s	& 2s100,000 ft.	4/4" No. 1 Common110,000 ft.
5/8" 1s	& 2s 60,000 ft.	5/4" No. 1 Common 30,000 ft.
3/4" 1s	& 2s 37,000 ft.	6/4" No. 1 Common 40,000 ft.
4/4" 1s	& 2s 20,000 ft.	8/4" No. 1 Common 18,000 ft.
5/4" 1s	& 2s 22,000 ft.	10/4" to 16/4" 10,000 ft.
	& 2s 17,000 ft.	5/8" No. 2 Common 10,000 ft.
8/4" 1s	& 2s 18,000 ft.	4/4" No. 2 Common110,000 ft.
	3/4" Moulding	5/4" No. 2 Common 25,000 ft.
Strips	5,000 ft.	6/4" No. 2 Common 15,000 ft.
	1 Common 35,000 ft.	8/4" No. 2 Common 25,000 ft.
	1 Common. 60,000 ft.	3/4" No. 2 Common 10,000 ft.



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Hardwood Record

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Our big stock of American walnut veneers includes every variation of this popular material, from plain wood to figured, or burl walnut. If you would like to have us make suggestions regarding the wood for your work, drop us a line.

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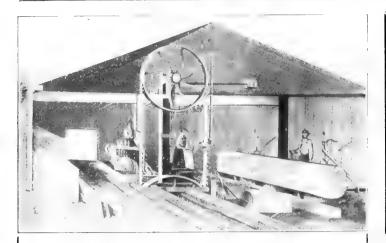
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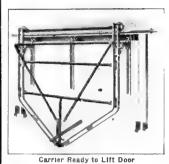


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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

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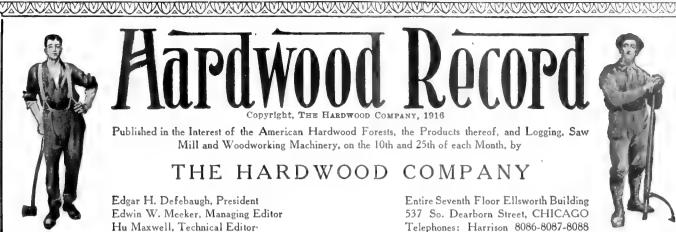
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> HARDWOOD RECORD 537 So. Dearborn St. Chicago, Ill.



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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CHICAGO, OCTOBER 25, 1916

No. 1



Review and Outlook



General Market Conditions

THE BIG QUESTION in the minds of both sellers and buyers of hardwood lumber today is the probable development of the car shortage. It is a disputed question whether or not the present situation will become even more severe. The shortage, which had not developed to a really acute point in the North up to a few weeks ago, has assumed proportions there almost as serious as in the South. In some parts of the southern territory there has been an absolute necessity for closing down sawmilling operations on account of the impossibility of getting logs. In shipping out it is doubtful if there are more than forty per cent of the needed number of cars available.

At the same time manufacturers in the two sections are having continued trouble on the labor question-the northern operators primarily, because there is so much work in adjacent industries, and the southern millmen because there has been a pronounced exodus of negro help from southern states. This situation alone would not assume especially significant proportions, but as it comes at a time when the mills had generally established a policy of reduced cut, the impossibility of manufacturing the quantities of lumber desired is becoming a more and more serious condition both with the producers and with those who buy.

There is not much new to be said about the market situation, that is, the degree of receptiveness of the buyers. It is not possible to determine definitely whether the continued tendency of values to strengthen is due more to increased call or to lessened supply. Of course each condition is having its effect on the values and prospects of values of hardwood items. As to the actual demand, it seems that it has not progressed so much in the last two or three weeks as it did prior to then. Not that it has shown any tendency to break, but with the imminent approach of election, the natural feeling of caution is making itself felt. However, the total absence of anything that would indicate a general slackening due to this cause is a fair indication of the probable outcome of the voting next month. Many suggest that the situation has not shown so encouraging an advance recently as it did. This statement should be qualified as it is certainly a fact that the average factory is handling about all it can and that the average consumption is being consistently maintained.

The tendency to proceed more cautiously seems to prevail in the East much more than it does in the middlewestern consuming sections. The East does not seem to have entirely forgotten old traditions, but the comparative insignificance of the effect of the election on business marks a strong swing from the old precedents that were usually re-established every four years.

The factories are doing a lot of buying. This is true with, prob-

ably, a few exceptions. Besides this the continued boost in the building industry is responsible for a call of very good proportions. Then there is the added impetus due to indirect business resulting also from this situation.

The feature which is giving a general note of encouragement is the gradual resumption of the use of wood in car construction. As yet this has been confined mainly to freight cars and of course the greatest efforts are concentrated now on the production of as much added carrying capacity as possible. But eventually this certainly will lead back to the passenger cars as the present situation of the steel market gives the car people just the excuse they want for getting away from the unsatisfactory all-steel type, and back to the combination steel-and-wood car. Scarcely a week goes by without news of a big order contemplated or placed by one or the other of the big railroad systems, and whereas up to a short time ago these orders were mainly for such construction as lay in the field of wood and wood alone, orders for various types of lumber for cars are becoming more prevalent.

Speaking of oak in this connection, it is quite likely that the return of this market will have a most beneficial effect on the whole oak situation. Oak, by the way, seems to be looking up very nicely of late, although its progress is gradual and can hardly be called uniform. However, the consensus of opinion as a whole predicts a more lively call for the various kinds of oak lumber and an improvement in its

Gum, if it doesn't watch out, will soon be getting itself in the list of precious woods. A great expansion in call for this southern product coupled with the extreme difficulty of moving and shipping is changing the price situation for the better almost from day to day. Gum is still the sensational leader of the southern woods, and there is nothing now that indicates that there will be anything but continued progress.

Its northern competitor-birch-is keeping up with gum's march in a commendable manner. The same unsatisfactory stock condition exists in this wood as is felt in the South, and mill prices have shown a continued tendency to stiffen. At the same time a greater diversity of uses is being developed and with broadened markets and a more or less attenuated supply, birch has attained the position of being better property than for a long time back.

With these two woods must be mentioned the two other of our native woods, which fit into so many of the same purposes, namely, walnut and oak. As to oak, the situation has already been described and it becomes more and more apparent that this wood, as have all others, must depend for increased uses upon making its utilization more diversified, thus creating a broader possibility of marketing.

As to walnut, there is little to be said except that it is growing stronger than ever. The fact that walnut is holding up vigorously in the face of decreased use for gunstocks (orders are not so numerous nor so generous as they were), suggests that those who have been attributing walnut's rapid rise to the gunstock business alone should be convinced, now, that it has won a new recognition on its merits

The mahogany situation is encouraging mainly from a consumption standpoint, as there is still great difficulty in getting the necessary logs. Large mahogany companies of this country are depending more and more on their own means of securing log supplies, but of course this method cannot be adopted by everybody all at once. Authentic advices from the big mahogany centers in England show a meager supply and practically no replenishment. So it is apparent that in the main the principal dependence for mahogany logs is on the domestically owned means of transportation.

Going down the list there is scarcely a wood which is not a better property today than it was a month ago, and which doesn't give promise of being in even a better position a month or two months from now than it is today.

A careful summary of all conditions certainly gives ample justification for Babson's clear-cut statement that lumber is right now one of the few bargains in the commodity markets of the United States.

The Cover Picture

WHITE WATER AND PLENTY OF SHADE cast by overhanging trees are conditions surrounding the ideal trout stream. The brook trout avoids sunshine when it can. It may endure bright light for a while but never does so willingly. Sunlight heats the water, and warm water is not to the trout's liking.

The cover picture carried with this number of HARDWOOD RECORD shows a typical trout stream. It is not one of the many which contained no trout until the fish commissioner placed them there; but it was stocked in a natural way and so long ago that the human race had no representative in that region when the first speckled trout leaped to catch its first fly in those babbling waters. During untold generations the savage Indian wound along those rocky banks and caught trout with snares made of twisted wolf hairs, or with hooks fashioned from the "wish-bones" of quails.

The stream has its course among the Appalachian ranges of mountains near the boundary line between Tennessee and North Carolina. The Indian departed from that region long ago, but the torrent roars along its rocky channel the same as during the redman's sojourn there. Civilization has neither beautified nor destroyed. But it is almost too much to hope that the same condition will continue. The lumberman has been making surveys in the region drained by that stream, and what is likely to follow is well known.

Lumbermen do not wilfully destroy trout streams, but they do it carelessly or because they think they cannot log the region without doing so. The shade is cut away. The channel is dammed and cluttered up with tree tops, limbs and brush. Swampers who clear the way for the loggers throw the refuse into the creek because it is the easiest thing to do. Unsightly drifts and jams result; backwater ereates pools and eddies which stagnate in the sun, and the trout cannot stand it. Fortunate it is if in addition to all this, a sawmill is not located in such a situation that the sawdust is dumped into the creek, thereby completing the destruction of the fish. Sawdust gets in their gills and kills them; while tannin from the wood poisons the water and kills even the crawfish and helgramites. Most states now prohibit the dumping of sawdust into running streams.

The government has been buying land along such streams as this in the southern Appalachians, and the land is being organized into national forests. The purchases thus far have mostly been of cutover land where lumbermen have slashed and passed on. Such land, when properly cared for, will produce a new forest; and if the government continues to own it, the trout streams will never again be destroyed by drift, trash, sawdust and tannin. The timber will be cut when of proper size, but the streams will be kept clear. The government will see to it that cutting is done in a way that will keep the streams open and clean.

It is to be regretted that the government has very little money with which to buy more land in the southern Appalachians. The "pork barrel" has taken the money that ought to be used in buying land along just such streams as are represented in the cover picture. Money is appropriated to build a postoffice in some obscure town. The same sum would suffice to buy the whole drainage basin of a fine mountain stream, and the investment would pay during all time.

Effect of Conditions on Lumber Markets

CERTAIN LARGE CONSUMING CENTER is said to be using unusual quantities of a certain hardwood, where its usual consumption is about equally divided between this and another competing wood, because the shipping conditions from the territory of the less fortunate species had become very unsatisfactory, due to car shortage. This suggests that demand is not always governed by the character of the product, but that where two products will serve equally well, and one can be secured more readily than the other, supply rather than well-tabulated talking points on quality will sell the goods.

It also suggests a condition that should not exist, a condition resulting from lack of concerted demand by the lumberman that it, the second largest industry in the country, be given consistent consideration in the matter of available freight cars. When, because some other commodity than lumber is given preference in cars supplied, some species of lumber is definitely injured in its markets, it is time that the trade merchandizing that particular lumber demand the consideration which its product is entitled to.

Gum lumber has lost many a sale in the last few months directly on account of the impossibility of getting enough cars to ship the product. In many cases gum customers have been permanently diverted to other woods. It is obvious that the unfair railroad practice is not aimed against gum or any other specific kind of wood, but that lumber in general is as usual being made to play second fiddle. However, if there is not cause in this particular suggestion for definite, legal results, there surely is cause for the demand for a new way of assigning cars that will prevent further damage in the future.

Safety a Matter of Education—Not Appliances

THE ONE BIG POINT OF NATIONAL INTEREST developed at the National Safety Council at Detroit last week was that the minimizing of hazard in industrial plants and outside operations depends ninety per cent upon the human element and ten per cent on modern safety appliances. The value of and absolute necessity for the safeguarding of hazardous machines and tools was not in any way minimized, but the growing realization of the necessity for making carefulness a matter of second nature with workmen under all conditions was given the prominent place in the sessions.

One definite result of the wide propaganda on safety appliances has been that the average operator, after equipping his plant with all facilities for safeguarding his machines, came to feel that he had done everything possible to minimize the dangers under which his employes worked. He purposely blinded himself to the humanitarian side, feeling that as he had done all that he could do, in a mechanical way, it was up to the workmen to protect themselves.

The unfairness of this position was the theme of the safety council. The laboring man would not be an employee were he able to think for himself as effectively as his employer can and should think for him. Therefore, it is just as much the employer's duty to make persistent effort to build a "safety guard" of carefulness around the minds of the worker as it is to screen in the moving fly wheel or put an automatic guard over the rip saw.

The export embargo instituted by the British government has been further extended since the last publication on this subject by HARD-WOOD RECORD by prohibiting the export of rock elm. This wood is put into Class A, which means that its exportation is prohibited to all destinations except under license.

This is the only alteration in the prohibitions since the publication of the detailed statement in Hardwood Record of September 10.

Has the Steel Car Proven Its Worth?

TT SEEMS JUST POSSIBLE that the extensive car shortage and extreme difficulty of getting steel and steel products constitute most propitious circumstances allowing those responsible for the design and specifications of railroad cars to gracefully admit wood back to the ranks of the favored. Of course, it would never do to openly admit that steel had not proven more than satisfactory under every test—the public has been too thoroughly fed with fabulous facts on the life-saving attributes of the cars that were "built like a battleship." Yet, a disinterested, but authentic authority, cites case after case of the failure of steel to stand up in certain parts of car construction.

Anyone who knows anything of the conditions leading up to the general adoption of the steel car knows that this was forced, not by a recognition on the part of scientific men responsible for car design and construction that the qualities of steel yastly surpassed

those of wood in car construction, but rather by an unintelligently created public demand.

But regardless of ancient history, the fact remains that the combination steel and wood car is coming back and is going to be the permanent type of construction. No less an authority than the assistant to the president of the Great Northern Raliway states that "lumber may soon regain its former position as a material for freight cars." He gives specific reasons why he believes this, and his convictions are based not on the scarcity of steel products but on the good sense of using wood in freight car construction wherever wood can be used.

We are all taught early that it is not sportsmanlike to say, "I told you so," but there is an immense amount of satisfaction in being able to point to the return of wood to freight car construction when that final outcome had been prophesied and re-prophesied over a period of several years.

The all-steel car is a sop to a fickle public—a public influenced

by superficial evidence and without time or desire to investigate. It was instituted with the hope (not the conviction) by railroad managers that it would succeed. It has proven its impracticability from an operating standpoint and its inefficiency from a construction standpoint.

In the future steel will have its place and wood will play its part in car construction. The railroad field will hence be a much more alluring prospect to the lumber merchant than it has been for several years back.

The Dimension Business As a Stabilizer

THE MANUFACTURE AND USE OF HARDWOOD DIMENSION stock has been aired in its various phases off and on for a good many years, and while it seemingly has been covered from every conceivable angle, there is one feature which possibly has not occurred to the average buyer. This has to do with the stabilizing of values and the resultant benefit to the buyer that would come through the general use of dimension stock.

It is a deplorable but generally accepted fact, that the great burden in lumbering is to carry the lower grades. This burden obviously must

be borne by the upper grades. That is, if a man pays so much for his timber and for the operation of cutting it up, there must be an added revenue somewhere to compensate for the fact that while he paid a fair value for all of the lumber as it stood in the tree, he cannot get in many cases even manufacturing cost out of his low grades.

Were the upper grades, then, not able to carry this added burden, it is apparent that the lumber business could not continue to exist. Consider that the millman figured his upper grade values on their definite intrinsic worth based on their percentage of the logs, and a reasonable profit added to operating and log cost. The man who figured this way would necessarily be considering his upper grades entirely separately from the rest of his product rather than grouping his output and working one against the other. If he did figure this way, he would be making just a fair profit from his upper grades, but as the low grade is an evil which is always with us, his actual loss here, basing it upon the same line of reasoning, would more than offset the profit from the other. Hence, the artificially widened spread.

That is where the use of dimension has its big opportunity. If the buyer would not make himself think that he should get perfectly sound and clear dimension stock on the basis of cull lumber prices, there would be millions of feet of dimension stock manufactured where there are now thousands. On the other hand, the sawmill man would be able to make money from his low grade rather losing it. Hence, his uppers would not have to carry such a heartbreaking burden.

The result would be that as timber becomes poorer and the percentage of lower grades greater, the comparative cost of the uppers would not have to be automatically increased as it has been in the past. Who would benefit from this but the consumer?

If the stock man buys a wild plains horse and by patient, careful training makes him a fine saddle animal, would the buyer be justified in saying that he should not pay as much for that animal as for a horse of the same quality that was reared in a more refined environment? There is

nothing to justify the average factory man's attitude toward dimension lumber, and so long as he maintains that attitude, he is spiting himself, for just so long will the general manufacture of dimension be retarded.

Babson Says Lumber Now One of Few Bargains

Babson's reports need neither explanation nor apology. The October report strongly supports **Hardwood Record's** stand, on the wisdom of buying now, in the following:

"The enforced curtailment in lumber, which was instigated last spring, has had a beneficial effect upon the market. While no general advance has yet gone into effect, considerable quiet buying has occurred. The chances are very favorable that lumber values will be higher before the end of the year. Domestic consumption is admittedly large. Altho the export trade is popularly believed to be in the doldrums, statistics show that it has made a comfortable improvement over a year ago. Therefore, the indications of continued good demand, together with the greatly curtailed production, cannot possibly mean other than higher prices. We, of course, do not know just when any material advance will occur, BUT WE STRONGLY FEEL THAT LUMBER IS ONE OF THE FEW BAR-GAINS IN THE COMMODITY MARKET TO-DAY. The chances are that this advance will carry prices to the high levels of last spring-perhaps higher. We are bullish on lumber."

Lumber the Only Real Bargain

In the Editorial Panel in this issue is reproduced a report from the Babson's Statistical Bureau which states, without qualifying the opinion that lumber is today one of the few real commodity bargains. The opinion is supported by a recitation of facts as to conditions. Anybody in the least familiar with the Babson organization and with its prestige among big business men, must take this advice at its face value.

And yet since that report was issued the conditions responsible for it have become even more acute. Orders have been maintained in excess of actual manufacture. In fact, so generally depleted are hardwood stocks, and so meager is the promise of any possible increase in production, that Babson's bureau is most certainly justified in its statement that lumber is one of the few commodities on which contracts for future delivery are eminently justified.



The Lumberman's Round Table



Specialization or Concentration?

This is undoubtedly the day of the specialist, in the lumber business as elsewhere, but now and then one sees evidences that the idea of concentration is just as valuable as that of specialization. That is to say, concentration on a certain section of the field may mean making a variety of products, giving the impression that instead of specializing, the manufacturer is doing just the opposite.

Yet some of these plants making a number of products seem to be just as successful as those which confine themselves to a few items. The conditions under which the business is handled make all the difference, and determine whether success can be won by making one thing only, or by putting in equipment for the manufacture of everything which can be produced from the raw material. Perhaps that explains why so many combination plants are found in the Ohio valley, where the cost of timber is greater than it is further South.

For example, there is one mill in Indiana which makes not only lumber, but veneers, and which turns out not only random widths and lengths, but dimension stock. The meaning of this is simply that this manufacturer is thus able to utilize all of the timber in his territory. The good logs go into veneers, the common ones into lumber; and the lumber is worked up to best advantage by giving the user the exact sizes he wants. All of this takes a little more equipment than is needed in the exclusive sawmill or veneer mill, but at the same time its gets the results.

Then there is another plant, this one in Kentucky, which operates a sawmill, veneer mill and panel plant combined. There are not many of this sort, and yet the combination apparently works out all right here. The sawmill manufactures the flitches needed, and works up the low-grade stuff into crates for veneers. Being in the lumber business, by reason of running its sawmill, this concern is able to market the back-boards accumulated by the operation of its saws and slicer to better advantage than the concern which is not engaged in selling lumber. And in making corestock for its panels, this company likewise can use its sawmill to good advantage, while the log-buying end of the business is simplified by the ability of the concern to utilize timber for various purposes, according to the character of the material.

Down in Tennessee is a manufacturer who has carried out the idea of working up his product to the last stick as well as anybody the writer has ever seen. He has a sawmill, a planing-mill, a flooring factory and a crate plant, and while there is still plenty of waste to be sold for kindling wood, the percentage, compared with the plant specializing on only one item, is very small. These examples prove nothing, perhaps, except that it pays to study the proposition from all angles, and then adapt your scheme of operations to the peculiar conditions under which you are working. No two plants have exactly the same problems.

The Ideal Combination

In the lumber trade, as elsewhere, there are constant changes and shifts in the personnel of the concerns in the business. A considerable number of these are due to lack of team-work on the part of those who must pull together in the promotion of their enterprises. When one considers how many concerns have dissolved because of difficulty of this kind, it is evident that the lumberman who is about to join forces with someone else should endeavor to determine in advance whether the combination has at least a fair chance of being successful.

The ideal arrangement seems to be one where the abilities and inclinations of one partner complement those of the other; that is, where one man can do one necessary thing well, and the other can do something else equally well. Such a combination automatically divides the business into departments, and makes each responsible for the operation of his own department. The division of responsibility thus created makes for harder and most consistent effort, to the end that neither will have cause to complain of the results of his partner's work. It is when two men are trying to do the same thing that most of the friction is generated.

There are a good many ideal combinations of this kind in the hardwood business. One of the best-known hardwood concerns, which operates several mills, is headed by a man who is a "bear" in selling, while his partner is a wonder at building and operating sawmills, the sort of rough-and-ready chap it takes to get the most out of a logging crew or sawmill hands. With one man responsible for the production of the lumber in the right quantity, of the right quality and at the right cost, and the other charged with selling it, this concern has gone right up to the top of the heap, a result achieved largely because of the way in which the special abilities of these men fit together.

Another team of this kind is composed of brothers, one of whom is remarkably able in the financial and executive end of the business, while the other has the practical details at his fingers' ends. This doesn't mean that neither knows anything of the other's department, but that each is able to specialize to good advantage along certain lines. With one man originating and developing big plans for the promotion of the business, and the other working out the practical side of these propositions, it is easy to understand why the past ten years have seen a wonderful rise to fame and fortune on the part of this concern.

Some men are temperamentally unfit to work in harness with others. They may be big enough and strong enough to carry the burden themselves, and too independent of spirit to be willing to compromise and concede, as any partner must do occasionally. One of the greatest hardwood men the writer ever knew, whose success was nothing short of remarkable, had a career involving partnerships and dissolutions of partnerships in number until he finally realized that he was not cut out for team-work, but must go it alone. Then he pitched in and organized his business with subordinates of ability in charge of the work he could not attend to personally, and from then on his success was unquestioned.

A big figure in another field recently made a remark which applies with unusual definiteness to this proposition. It was this:

"The vital feature in any business is not machinery, but men."

The right men, working together, can accomplish anything; and the wrong combination will make a failure, no matter how promising the prospects. The personal factor must be right.

The Average Boiler Gets Too Much Air

Perhaps your engineer has suggested that your plant needs a higher chimney and more boiler capacity. Nine engineers out of ten are obsessed by the idea that they need more draft. Cure your excess air troubles and it will probably be found that you have more chimney and more draft than your circumstances call for. There is a relationship between the draft that you ought to use and the thickness at which the fuel (be it coal or slabs) should be carried upon the grates in the furnaces. When you are working for economy, the more draft you employ, the more fuel you should carry upon your grates, and vice versa. The tendency in most lumber mills and manufacturing plants is to use strong drafts on thin fires; no combination could be more wasteful.

The average boiler is operated with about three hundred per cent excess air—one portion of air employed in the operations of combustion and three portions permitted to rob the boiler of the heat provided by that combustion. Again, the chimney of the average mill or plant does work enough to carry three such mills at full capacity with maximum economy, and yet one will hear complaints.

Loss in handling the plant is due entirely to carelessness and slovenliness in nearly every plant and is preventable. The wood and coal handlers must be made to understand that every piece has a money value. Your good wife would discharge a poor housekeeper; you should do likewise about your mill.

A penny saved in the boiler room is many times a penny earned on finished lumber.



Hardwoods of Knoxville Region



A considerable area remains of the hardwood forests which covered the whole of eastern Tennessee when white men first came into it. The total quantity is less than it was then, but the kinds and the quality are the same. It is a region rich in hardwoods of the best classes produced in this country.

The leading wood is oak consisting of several kinds. The common white oak leads all the others in quantity and most others in quality, if the whole region is considered. It is the stock from which most of the quarter-sawed material is cut which finds its chief use as furniture and interior house finish. The total cut of oak lumber in Tennessee exceeds 375,000,000 feet a year, and is exceeded only by West Virginia of all the states. But this oak

is made up of several kinds and it is not known just how much of it is the common white oak.

In eastern Tennessee two other oaks are occasionally of such excellent quality as to pass in market along with white oak and on equal terms. These are post oak and chestnut oak; but only the highest quality ever receives the honors due to white oak in that region. Some chestnut oak goes abroad as export stock; but most of it is taken for cross ties, car timbers, oil barrel stock, and as common lumber. W. W. Ashe who has investigated the timber resources of Tennessee, places the remaining stand of chestnut oak timber at 788,000,000 feet. This oak is seldom quarter-sawed, because the silver grain lacks brightness. It is particularly liked for fumed furniture and finish. The tree is valuable for its bark which is used in tanning. The supply of this bark in the state is estimated at 690,-000 tons.

White oak holds no monopoly of the oak supply in eastern Tennessee. There are three trees whose lumber is commercially classified as red oak. One is scarlet oak, so named because of the deep color of its leaves in autumn; another is yellow or black oak, named on account of

the yellow color of its inner bark; a third, and by far the most important of the three, is the common red oak which grows to perfection in the rich mountain coves of eastern Tennessee. The large, clean trunks produce a high class of clear lumber of great value as interior house finish, and likewise for furniture and car building. It is called red oak because of the reddish tint of the heart wood. It is not the same species of red oak cut farther south and west

CHESTNUT

There is only one species of chestnut native to the United States and that attains no greater perfection anywhere than on the slopes of the Unaka and Smoky ranges of mountains, and on the Holston, Frog and Yellow mountains, at altitudes varying from 1,800 to 3,500 feet above sea level. Chestnut fills a wide range of uses, as posts, poles, lumber, and in the extract of acid for tanning leather. The acid factories in Tennessee consume 50,000 cords of chestnut

annually. That is equivalent to 30,000,000 board feet, or two-thirds as much as the whole chestnut lumber output of the state. The wood is ground into small bits, and the acid is extracted and is shipped in barrels or tanks to the tanneries. Practical methods have been discovered for converting into paper the refuse ground wood of the chestnut ooze factories.

Much of the chestnut of eastern Tennessee is old and over mature, and that class of wood is richest in tannin and is most valuable. Almost without exception it is perforated with worm holes about the size of knitting needles. The wood is riddled from sap to heart, but the health of the tree does not appear to be hurt thereby. The boring insects may work in a tree, generation after generation, for

two or three hundred years, and the tree may finally die from old age or from other causes.

From that class of timber is cut the "sound wormy" chestnut lumber of commerce. Much of the best chestnut on the market is of that class. It is in demand for interior house finish, furniture, and for coffins and caskets. It is particularly liked for core stock in the manufacture of vencer panels. The finisher has ways of filling and concealing these minute perforations, whereby the lumber may be used without prejudice as outside stock in furniture and house finish.



The practical old land lookers of pioneer times, who explored the wilderness in advance of settlements, judged the fertility of land by the timber that grew on it; and their judgment seldom erred. Pine meant poor land; white oak meant soil suitable for general farming purposes; but when good yellow poplar timber was found, the soil was known to be of the highest class of fertility. It might be rocky, but between the rocks there was unsurpassed fertility.

The explorers of eastern Tennessee, from John Filson and Thomas Walker down, called

constant attention to the splendid timber, and the character of the poplar was an unending theme of praise. It has been an unending them of praise ever since. The level land has been cleared of all timber; but the rich coves and flats among the mountains still supply yellow poplar that is not surpassed in the United States. W. W. Ashe's estimate gives the remaining yellow poplar stand in Tennessee at 2,500,000,000 feet, board measure. At the present rate of cutting in the state that will last rather less than twenty-five years; but poplar is not in danger of total depletion, because it does not occur in dense stands like pine and cypress, but is scattered far and wide, and the stand in good poplar regions does not average more than 500 feet per acre over large tracts. Young trees grow rapidly, and by the time the old veterans have gone to market, young growth will begin to come in. West Virginia is the only state which produces more yellow poplar lumber than Tennessee; and Tennessee supplies one-sixth of the world's output

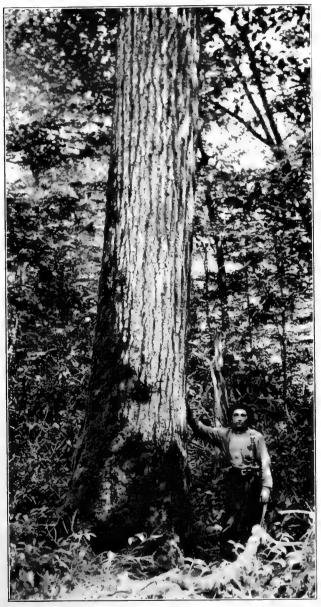


PLANK LOG SLIDES BY MEANS OF WHICH LOGS ARE MOVED TO RAILROAD

of this valuable wood. As is commonly known, it is an exclusively American tree.

BLACK WALNUT

Black walnut and yellow poplar are competitors in the contest for the best soil, and their habits are much alike in other respects. The black walnut does not occur in extensive stands, but a tree here and there, or in groups of two, three, or half a dozen, as in the case of poplar. Eastern Tennessee has produced much highgrade black walnut, and it is not all gone yet. Trees here and there are cut and the logs are brought together for conversion into lumber for export. The home demand is now so great and the



RED. OAK

price so satisfactory that it may be predicted that little black walnut lumber will go to foreign furniture makers, though the makers of gunstocks may still get it if they are willing to pay the price.

The hardwoods of eastern Tennessee are a different group from those which find their market in the western part of the state, about Memphis. The latter come chiefly from the lower Mississippi valley and tributary rivers; while eastern Tennessee depends largely upon its own territory for hardwoods; but if a deficiency occurs it can be made good by drawing upon the regions across state lines—north, east, and south. Among the hardwoods more or less abundant in eastern Tennessee are those which follow:

MISCELLANEOUS

BUTTERNUT. This is a close relative of black walnut, but the wood is of lighter color, and usually lacks figure other than that produced by the annual growth rings. Select butternut may be finished to imitate Circassian walnut quite closely. Its clouded figure scarcely measures up with that of red gum as an imitation of the imported walnut; but the open pores in the growth rings give it an advantage over gum in that particular.

HICKORY. Eight or more species of hickory occur in the eastern part of the state, and the quality of the wood is excellent. The most important hickories in the region are bitternut, pignut, and shagbark.

BIRCH. Three kinds of birch have their homes among the valleys and mountains in the eastern part of the state. Sweet or cherry birch is first in importance; yellow birch grows higher on the mountains; while river birch, as its name implies, ranges in the valleys near the banks of large streams. Lumber cut from its trunk is substantial, but it is plain in color, wanting in figure, and is not much in demand. The two other birches, the yellow and the sweet, are easy enough to distinguish as trees, at least until very old age; but the lumber is so much alike that no one attempts to keep the two apart in the market.

BEECH. Only one kind of native beech grows in this country, but there is remarkable difference in the quality of beech lumber. Some is hard, sound, and of rich color, while other is poor in most respects, owing to diseases to which this tree is subject, and probably due somewhat to the soil where the timber grows. Tennessee mills cut nearly 12,000,000 feet of beech lumber yearly, and it is of high class.

CUCUMBER meets no great demand, nor is the supply large; yet the wood is of good quality, and the mountains of Tennessee produce some of the best. Cucumber hardly receives full credit, because most of it is marketed either as sap poplar or as basswood.

BUCKEYE is in the same category as cucumber. It is seldom sold as lumber under its own name, but commonly as sap poplar. It is not abundant, but some fine trees occur in the rich valleys of eastern Tennessee.

Basswood is better known and more plentiful than cucumber and buckeye; but in character it is much like them. It has the advantage of going by its proper name, though in eastern Tennessee it is customary to call it linn. The cut of basswood in the state exceeds 9,000,000 feet a year. One of its best places is in the furniture factory where it is made into kitchen furniture, or constitutes the interior parts of high-grade furniture. It is one of the softest of the commercial woods of the United States.

Locust. While basswood is one of the softest of the so-called "hardwoods," locust is one of the hardest. It is not often cut for lumber, but meets its principal use as fence posts, insulator pins for telephone lines, buggy hubs, pins for ship builders, and as policemen's clubs. The tree grows to perfection in eastern Tennessee where heights exceeding one hundred feet and diameter more than two are found.

MAPLE. Both hard and soft maples abound in the eastern part of the state, and the yearly lumber cut is nearly 15,000,000 feet. That is not a large maple output compared with some of the northern states; but it shows that eastern Tennessee is able to meet the demands of its factories for maple lumber. The ordinary sugar tree is the hard maple. All others are soft, as the term is commonly used.

Dogwood. This can properly be classed as the smallest of America's commercial trees. There are some trees which at full maturity, are of smaller size than dogwood, but they are not named in the lumber business. Dogwood 'sawlogs' are seldom more than six feet long and from six to ten inches in diameter. One such log to a tree is all that anybody expects. In the mountains of eastern Tennessee small portable mills go about where piles of dogwood logs or billets have been collected by farmers and lumbermen, and saw the stuff into shuttle blocks about eighteen inches long and less than three inches square. These blocks are shipped to factories which complete the shuttles and sell them to textile mills. The

dogwood billets or logs are collected over wide areas, because the trees are scattered and much ground must be raked over to get enough to pay a mill to come to saw the billets into blocks. The blocks may be hauled by wagons thirty or forty miles to market or to a railroad over which they may be shipped to market; but it does not pay to haul the round billets so far, because so much is rejected as waste at the mill which saws out the blocks. The round billets bring six or eight dollars a cord at the portable mill. A cord of round billets will yield considerably less than half a cord of shuttle blocks.

PERSIMMON. The persimmon tree attains a size larger than dogwood, but the two are put to nearly the same uses, principally as shuttle blocks, and occasionally heads for golf clubs. Shuttle makers use sapwood only of both persimmon and dogwood; but since the heart wood of these trees is very small, not much is lost.

BLACK GUM is reputed to be the most unsplittable wood in our forests. This gives it some value as wagon hub material, but generally black gum is cut into lumber and is sold in the general market for no purpose in particular. Yet, when quarter-sawed it possesses an attractive grain, and it ought to be worth much more than is usually asked for it. It ranges over the whole of eastern Tennessee.

WHITE ASH is the common ash of the region, and while not particularly abundant in the mountainous part of the state, it is found in nearly every locality.

CHERRY was once abundant, but the long period that has passed since it was called upon to meet demand has rendered merchantable cherry very scarce in the region; yet an occasional log still finds its way to sawmills.

SILVERBELL reaches its highest development among the mountains of eastern Tennessee. It is not an abundant timber, but the attractive bird's-eye figure found in some of the trunks gives them value for furniture and interior finish. Plain silverbell lumber sometimes is substituted for cherry in the manufacture of interior finish.

Ivy or mountain laurel owes its value to the enormous root developed when the part above ground is repeatedly killed or damaged by fire. Some roots weigh 500 or 600 pounds, though the portion of the tree above ground may not weigh ten pounds. The roots are lifted out with cant hooks or pulled out with oxen, and after being trimmed of stems and irregularities are hauled to railroad stations and sold for about five dollars a ton to manufacturers of tobacco pipes. The mountains along the borders of Tennessee and North Carolina supply the best ivy roots of this country, and they exist in enormous quantities.

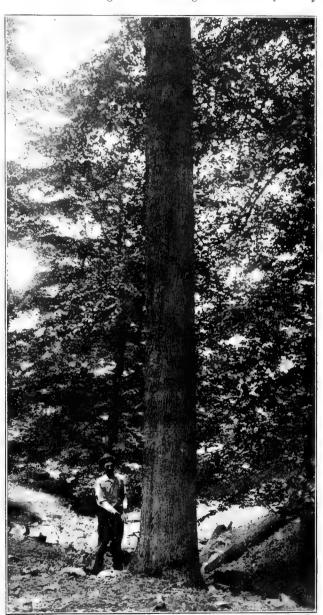
RED CEDAR. This does not belong in the class with hardwoods, according to the usual understanding; but since the wood is put to special purposes, it may properly be regarded as one of the substantial resources of the Knoxville region. At the present time clothes chests and lead pencils are the best known uses of this fine wood; but a few generations ago it was one of the common timbers which were split for fence rails; and the builders of log cabins and frame structures employed large amounts of it. At the present time many a mile of wire or plank fence is held up by red celar posts in that region.

Cedar lumber that reaches the market is bought by manufacturers of clothes chests, wardrobes, and furniture; and makers of interior finish for houses find good demand for it, notwithstanding the rather high price at which it sells. Timber suitable for good lumber has been becoming scarcer for a long time. This condition may change in years to come, because many farmers who understand the value of this cedar are protecting the cedar timber on their land, pruning the trunks and causing them to grow long, smooth, and shapely. They will ultimately produce first-class lumber or pencil stock.

Red cedar bears abundant crops of seeds which are scattered widely and grow vigorously. The tree, however, is of slow growth, compared with some other woods, and a long term of years is required to produce a large trunk. The tree does well in thin, rocky or gravelly soil, and the farmer can thus make his poor land yield an ultimate profit by keeping it busy growing cedar.

As late as 1900 from 2,000,000 to 3,000,000 feet of good cedar were rafted down the Cumberland river from the vicinity of Lebanon, Tenn. It is not expected that this can be repeated soon in that or any other locality. There seem to be no reliable statistics giving the present annual output of red cedar in the United States or in any state.

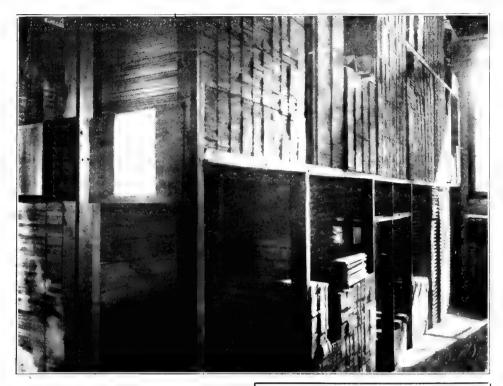
One reason why our export trade in furniture and millwork has not given more satisfaction and grown faster is that we turn to it as a dumping ground when business is dull at home and neglect it more or less when the domestic trade is lively. It should be cultivated and enlarged steadily and properly, taken care of at all times, if we would hold all we gain and seek to gain more from year to year.



WHITE OAK

There are many patterns in the old standard moulding books of special moulds and casings that might well be eliminated, and improve not only the appearance of the books but their usefulness. All the old gingerbread patterns are out of date, most of the work now being of simple lines and few curves. For this reason one looking for something new and modern is so confused and annoyed by the multitude of old intricate patterns in the standard books, that he is rather disposed to get along without it and design something special.

Twin-Six Efficiency vs Filing Cabinets



"Card Indexing" parts in a big woodworking factory using a variety of pieces. Plant of Browne-Morse Company, Muskegon, Mich.

Why does it take one woman an hour and forty-six minutes to dress for dinner, while another can pack a trunk and make the Palm Beach Special in scarcely half that time (if she has to)? How comes it that the "Georgia Peach" for nine years has led the American League and is the baseball wonder of the age? Why have a score of automobile companies flourished for a time and then quietly faded away, while Henry Ford's net profits are better than one million dollars a week?

Efficiency—that's the answer.

The first automobile had only one cylinder. At last the dream of the horseless carriage was realized. But it was scrapped. The application of power was not constant.

Then the two cylinder car—and some of our neighbors began to ride. Still—lack of effectiveness.

Four cylinders. Success at last, with no possible chance for mechanical improvement, only "refinement."

Still the engineers—the men who plot curves—were not satisfied. Six cylinders—eight cylinders—and now comes the twinsix, with its near-constant application of power—efficiency.

The great woodworking plants of this country are marvels of twin-six efficiency. To the layman the successive steps in the manufacture of a dresser, a table, a desk are taken with the least possible loss of

of to be replaced with those that will reduce by the fraction of a second the making of a mortise or a tenon; whole factories are rebuilt that the cost of production on a single article may be shaved by a few cents. To run to capacity, turning out standard quality

at the lowest possible cost, that is the goal of every woodworker—effectiveness perfected.

Ten years ago two young men in Muskegon, Mich., wanted to get into a business for themselves. They wanted to manufacture filing cabinets. Their assets were made up, chiefly, of a PLAN, nerve and the ability to work. So they started in a small way—they had to putting on the market a line of office equipment similar to that of other manufacturers.

Many people thought they wouldn't last long, that their capital wasn't large enough, but they built good cabinets, their prices were right, and they worked hard—how hard they alone know. Gradually they established a reputation for quality and their business grew, still their assets remained about as before—just nerve, the ability to work, and The Plan.

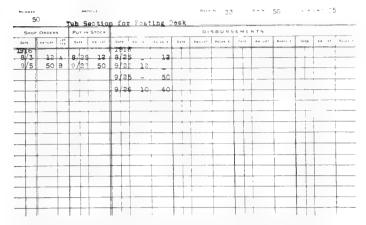
In order to put the automobile within the reach of everyone, Henry Ford standardized. Not only did he confine himself to one chassis, but wherever he could make two or more parts uniform and interchangeable he did so. The result was increased output and decreased cost—efficiency.

The Browne-Morse Company standardized—that was the first part of its plan. Instead of making different sectional com-



binations of various sizes, as it had heretofore, and as other manufacturers were doing, it selected two heights and two depths as the standard dimensions to make its various combinations. The company built everything—with the exception of a few specials—up to and around these sizes. In either standard size end panels, tops, bases,

stiles, rails were uniform in the three woods used—birch, oak and mahogany. No matter what the combination—letter file, document file, drawers for legal blanks, card index drawers—as many dimensions as



PERPETUAL INVENTORY CARD USED BY BROWN MORSE COMPANY THREE COLORS USED—WHITE CARD FOR OAK, BUFF FOR BIRCH, BLUE FOR MAHOGANY. (ACTUAL SIZE CARD 588.)

possible were reduced to a common standard. The result, like Ford's, was a saving in cost, an increased efficiency and a better and more flexible file.

Filing cabinets had always been made as a whole. Orders for a

PART NO. 400USED IN SECTIONS						
No. PIECES	SECTION No.	No. PIECES	SECTION No	No. Pieces	SECTION No.	
1 Pr.	559					פּ
l Pr.	253					RT
1"	250					S O
1 "	235					4
1 "	234					9
1 "	233					
1 "	232					<u> </u>
1 #	231					ည (၁
<u> </u>	230	-				(B
7 "	225					io a
1 "	211					
						ļ
	I					11

BROWN-MORSE RECORD CARD INDICATING NUMBER OF DIFFERENT SECTIONS IN WHICH THIS ONE PART IS COMMON. (ACTUAL SIZE OF CARD 4X6.)

certain quantity of a certain style or number would be started through the machine room. When the requisite number of panels, tops, drawer slides, pilasters, cleats, etc., were accumulated on trucks, they were taken to the assembling room, and then another style cabinet would be started through. A certain amount of congestion which means loss of time and increased cost—on the floor and in the machine room was bound to accompany this method. Then, too, a completed cabinet occupies more than four times the space that it would if "knocked down."

Why wasn't it feasible to manufacture ahead and carry in stock at all times the various wood parts that went to make up this office equipment? Why couldn't these hundreds of parts, all cut, sanded, ready to be put together as needed, be carried in stock the same as the raw material (lumber) was carried?

Having, by this time, outgrown its first home and taken up new quarters in a large, modernly equipped factory, the Browne-Morse Company proceeded to put this other efficiency idea into effect—the second part of the plan. A white parts stock room was installed, equipped with racks and bins, which would accommodate the required number of each particular wood part (see photographs). As each part carried an arbitrary number, its particular bin was correspondingly numbered; and in addition, at the end of each bin-section an index of that section, showing the bin numbers, of what wood the part is made, and the capacity in pieces of the bin. The machine room manufactured for stock only, and orders were issued on the white parts for the cabinet room.

The successful working out of this stock room plan has been due in part to the simple yet complete record system used. But, as the Browne-Morse Company has been able to install card index systems for others, it was able to do the same thing for itself. The perpetual inventory, showing exactly the number and kind of the various parts carried in the stock room, is kept by the woodworking superintendent, duplicate cards of which are carried in the front office. This inventory, as can be seen from the accompanying cut, shows what the section is, its number, bin number, the number of pieces and dates when put in stock, together with the shop order numbers, disbursements and the amount on hand. Each section or part has its own card, different colors being used for the different woods-buff for birch, white for oak and blue for mahogany. There is also shown on the card the "low limit"—the number of pieces below which the stock is not allowed to run. When this is reached new cutting bills are issued and the bin is then kept automatically replenished.

In addition to the inventory record is what might be called the standardization record. Each particular part is again given a card, indexed under its same arbitrary number, showing the pieces and section number to which this one part is common (see cut at bottom of opposite column).

In cutting the rough lumber for stock it has been found that a saving has been effected in the raw material, the waste being less than under the old method. Edgings and trimmings, too small for the cutting bill in question, are sent back to the lumber storage, sorted, and later worked up for other items.

The proof of the pudding is in the eating. Results in cold dollars and cents are what we are all looking for these days. That the white parts room—cutting for stock—has made for efficiency, is proved by the fact that the Browne-Morse Company has been able to double its output at a saving of twenty-five per cent. And not only that, but operating under the old method it would be forced to carry a stock of finished goods fully fifty per cent greater than it does. Carrying in the white, parts for every cabinet and cabinet combination enables it to be ready at any time for such rush orders as may come its way.

The twin-six motor delivers almost constant power, with a maximum of flexibility and the least tendency to stall and choke. The Browne-Morse Company has developed this same twin-six efficiency—a woodworking plant that is truly flexible, delivering quality goods in the greatest volume, at the lowest cost.

Work-Nerve-Plan-a combination that is hard to beat.



A Big Play for Safety



Education of workmen to the value of safety rather than mechanical accident prevention devices is the means by which the greatest good is to be accomplished in reducing accidents in the woodworking plants of this country in the opinion of speakers before the logging, lumbering and woodworking sectional meeting of the National Safety Congress in session at Detroit, October 20.

Not only was this conviction shown in the formal papers but the discussion on each of the topics bore out the same general opinion. The object now, it is explained, of all safety work is to get the workman thoroughly aroused to the danger which encompasses his daily labor and to be on the alert to protect himself from it.

"We don't look to ordinary machine guards any more," said E. G. Prichett, chairman of the section, before the Friday morning meeting. Anyone can devise a guard for ordinary purposes, but what we are working for is to find a remedy for the special cases which are constantly coming to our attention and for which there is no immediate remedy.

"This organization was founded on the idea of education rather than the employment of mechanical devices in the promotion of safety in industrial establishments and although we found much opposition and considerable ridicule of our methods at first I am glad to say that employers of labor all over this country are now awakening to the great good that can be accomplished for mankind and their own interests by affording greater safety to their men.

"Some time ago workmen looked upon the safety movement as an unnecessary interference with their conduct and resisted it, much the same as bookkeepers years ago would look with suspicion on the work of an auditor and feel that their employer doubted their honesty and was trying to get something on them. Today the accounts of bookkeepers are examined monthly in many industries and it is considered a regular order of things. That is the situation which obtains at the present time in the safety movement. Men are looking at it in an entirely different light and they are getting a great deal more out of it."

The value of co-operation in the safety campaign in any industry cannot be overestimated in the opinion of F. A. Barker of the Lumberman's Mutual Casualty Company, Chicago, who read a paper on "How to Organize a Saw Mill for Safety." He said in part:

All the safety work in the world will not accomplish anything unless everyone in the establishment, where it is being carried out, is in sympathy with it. There is no use trying to get men enthused over "Safety First" placards unless their foremen and the superintendent of the plant are also in line.

I have an instance in mind where the women were a great factor in promoting safety in a sawmill. The operator of a mill in a small town in Wisconsin experienced difficulties in keeping his plant in operation whenever a circus, a carnival or any other form of amusement attraction came to town. The men would invariably take a day off and it would be necessary to close down the plant until the next day.

This employer noticed, however, that the next day he would have only about half his regular working force on the job. One day following a carnival he resumed operations, as usual, with a half crew and began to turn out material at the regular rate and at the end of the day he found that he had produced as much this day, with only half the regular working force, as he did ordinarily with twice as many men.

Now, this millman made a great discovery. While the town was a dry town, he discovered that many of the men would go on a debauch while the carnival or circus was in town and would be unfit for the work next day, the sober men in the mill doing as much work as when the others were there. He went further and found that when the whole crew was on hand about half of them were drunk, so that only 50 per cent of the men in the mill were turning out the work.

Then he began his campaign for safety and printed a bulletin which he circulated himself among his employes, going directly to their homes and seeing that the wife in every instance saw it. He continued to issue these bulletins monthly and began posting pictures and descriptions of accidents in conspicuous places in the mill so that the men could not help but see them. His appeal to the women through the monthly bulletin began to take effect before long and soon he could operate his mill all the year around irrespective of what form of amusement came into the town and still be sure that all of his men would be on hand and in condition to use their energies unhindered by the effects of a jag.

Psychology plays a prominent part in the promotion of safety

work and in claiming the attention of employes in order to get their interest. The effect of continuously bringing before their minds the danger in a particular practice or method is due eventually to awaken them to a realization of their folly and bring about an attitude of caution among the men.

C. W. Price, field secretary for the National Safety Council, who has had wide experience in conducting original research in the lumber woods of Wisconsin while connected with the Wisconsin Industrial Commission led an interesting discussion before the meeting on the safeguarding of woodsmen in logging camps. He said:

We, of the industrial commission, had noticed a continued increase in the number of fatalities in the lumber woods of Wisconsin and decided that while we were giving considerable attention to factories and industries of all kinds here was one industry that was using up men at a rapid rate and required some attention.

The lumbering industry, that is, that part of it which is confined to the cutting of trees and transporting the logs to mill, is almost wholly man—very little mechanical equipment being used to carry on the work. When I first attempted my work in lumber camps I was assisted by a committee made up of six of the foremost lumber operators of the state. I knew nothing of the lumbering industry and needed their knowledge to aid me. We went into the woods and held our first meeting sitting on a log. These men, seasoned in the old methods of getting out timber, could see little in my plan to safeguard the lives of reckless men who cared very little about their own lives, and they were inclined to look askance at my work.

We had not been sitting on that log very long when one of the men noticed a woodsman standing near and on the falling side of a huge tree that was swaying as the saw cut into its heart. "There, that fellow is in a dangerous place," shouted my former doubting aide and the whole party acquiesced, and seeing what I was attempting to do, they all took new interest and began jotting down simple rules to remedy every case of carelessness that came to their notice. During the day we wrote twenty-six rules and that evening added ten more, so that thirty-six rules on safety were formulated by six seasoned lumbermen who before that day thought there was no such thing as making work in the lumber woods anything less than a risky job.

These rules, couched in simple language so that any of the men could read and understand them easily, were printed on large placards, and a picture of a man killed by a fallen limb was pasted above them.

By constantly reminding the men that "It Is Dangerous" to do this and "It Is Dangerous" to do that there cannot help but be a reflective effect on them. They begin to gradually realize that there IS danger to do "this" and "that" and they will become cautious.

One of the best ways of arousing interest in the safety work, that I know of, is the formation of workmen's committees. Get the men in the work. Let them do something and they cannot help but be interested. Such committees as I propose should have absolute liberty to go anywhere in the plant and make examinations and question employes about their work within certain hours so as not to interfere with the organization of the establishment. The reports of these committees should be given the greatest consideration in framing rules and putting reforms into operation, for it has many times been found that some of the most stupid looking men in a factory or mill have given the best suggestions for improving the working conditions and safety of the employes. Of course, the entire co-operation of the executive branch of the business, from the president down, is also essential to the success of the movement. Especially should the superintendent and foremen be schooled in their work and they should be doubly enthusiastic over the campaign or the men will soon lose their interest.

F. W. Wegenast, of Toronto, secretary of seventeen employes' accident preventative associations of Ontario, presented a problem that is interesting the Canadian lumbermen in accident prevention. The compensation for injuries in sawmills and other industries is paid out of a fund provided by the employers themselves. They form themselves into groups all over Ontario and each of these groups has a secretary and executive organization for aiding in the prevention of accidents. Mr. Wegenast stated in part:

All of the larger mill operators are taking an active interest in the protective work, but the problem we are confronted with is to get the smaller mills into line. The indemnity for accidents is paid on a pay roll basis and consequently the small mill stands but a small percentage of the costs. But if all the accidents which occur in small mills were tabulated it would be found that their proportion would be considerable when compared with the larger operators. As yet we have been unable to find any solution of this difficulty, although we are hopeful that public opinion and the gradually increased interest in safety work will bring these smaller mill owners around to a proper appreciation of its importance.

With Mr. Wegenast were four other prominent Canadian lumbermen: A. G. Ponsford of the Pulp and Paper Manufacturers' Safety Association, Toronto; Thomas Wilson, inspector Lumbermen's Safety Association, Ottawa; F. G. Lovett, inspector Furniture Manufacturers' Safety Association, Toronto, and R. F. Milne, inspector Woodworkers' Safety Association, Ottawa.

The section elected E. G. Prichett, secretary of The Macey Company, Grand Rapids, chairman for another year; F. G. Lovett, inspector for the Furniture Manufacturers' Safety Association, Toronto, vice-president, and F. A. Barker of the Lumberman's Mutual Casualty Company, Chicago, secretary.

"The meeting just concluded has been one of the most successful in the history of the congress," said Mr. Prichett at the conclusion of the section meeting. "The interest in safety work in the woodworking trades has grown alarmingly and there bids to be even greater enthusiasm shown before our next meeting. The meeting room assigned to us was not large enough to accommodate all of the members who wished to hear the discussions, a remarkable growth, I feel, for a movement that might properly be considered as yet only in its infancy."



Appalachian Logging Congress



The practice of specializing has organized many lines where there formerly was little organization. The days of moving and hauling logs "by main strength and awkwardness" are at an end in most localities. Loggers have improved their methods and have invented machines for the heavy work, and the business of logging is conducted in a manner wholly different from that prevailing a generation ago. Logging congresses have helped to bring that result about. The exchange of ideas and the adoption of a policy of coöperation in place of competition have had much to do with modern success in logging. Different regions have organized their logging forces and have held congresses in various parts of the country. The latest one to meet was that at Knoxville, Tenn., and was attended by loggers of the Southern Appalachian region. The date of the meeting was October 19.

The attendance exceeded 100. The Western Carolina Lumber and Timber Association met in conjunction with the Appalachian Logging Congress, and the attendance was increased accordingly.

After President W. B. Townsend delivered the customary opening address, an address of welcome on the part of Knoxville was given by J. A. Smith, president of the Knoxville Chamber of Commerce. A response to this welcome was given by C. H. Mackintosh of Duluth, Minn. He is editor of Logging, a well known house organ published by the Clyde Iron Works.

THE ROUTINE BUSINESS

The members of the congress then took up the routine business on the program, which consisted largely of papers and addresses. The first of these was by President Townsend who reviewed the work of the past and the duties of the present and future. He laid special emphasis on the part which the government takes in the lumberman's private business. He said he had no objection to whatever help the government might give to lumbermen, but could not agree to such interference on the government's part as would hinder the business which lumbermen are trying to carry on honestly. What was intended primarily as assistance might easily become interference and hindrance. He said further:

We do not object to government publicity for business methods that are wrong, but we do not want government prying into and espionage of all the details of business. We want enough government control to hinder and punish wrongdoing, but we do not want enough to restrict and burden business men in everything they do, whether right or wrong. Let us then away with the loud-mouthed demagog, storebox corner grocery orator and instead look after the conservation of our timber resources and fire protection of our magnificent forests, both subjects of immense and far-reaching importance to this congress, as also to the nation.

R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, in his address dwelt particularly upon the help which the government could give lumbermen, and advised that close touch be kept with the national congress. It is not good policy to wait until something has gone wrong before taking advantage of what help the government can give; but danger should be detected before it arrives, and the remedy be promptly applied. An example of helpful coöperation between lumbermen and the government was pointed out in the case of the reclassification hearing. Lumbermen were largely instrumental in having one comprehensive hearing in Chicago instead of several small hearings in different parts of the country. The help which the Forest Products Laboratory at Madison, Wis., has been able to give to lumbermen was referred to. Mr. Kellogg

spoke of a number of points of contact between the government and lumbermen in which the lumbermen have been helped.

TALKS AND DISCUSSIONS

The address by George L. Forester, secretary and treasurer of the Western Carolina Lumber and Timber Association, handled the freight problem in lumber shipments.

A similar topic was discussed by S. F. Chapman, but his remarks were directed more particularly to freight rates on low grade oak and hemlock. He put forward a number of reasons why such rates ought to be applied. The discussion was taken up by others and several brief talks were given.

The comparative values of narrow and standard gage railroad had a prominent place on the program, and both kinds of railroads had their advocates. The chief argument in favor of the narrow railroad was its less cost. The statement was made that it could be built for about half the cost of the standard gage road; but it was admitted that in the transportation of heavy tonnage, the wide road has great advantages. The consensus of opinion seemed to be that conditions under which a particular job of logging is to be done must be carefully considered in the decision as to which kind of road will be best. The principal debaters of the question were W. T. Latham for the narrow gage road and J. P. Murphy for the standard gage.

The evening of the second day of the congress was given up to a banquet at the Aiken hotel, President Townsend presiding. Several addresses were made while the banqueters were at the tables. Among the speakers were John Raine, manager of the Meadow River Lumber Company, Rainelle, W. Va. His subject was "The Logging Manager," and he treated this subject in a way sufficiently broad to include logging roads and operations, and forest fires.

Logging in Japan was the subject of a talk by G. B. Kittle of the Lima Locomotive Corporation. The speaker had investigated the subject in Japan.

ELECTION OF OFFICERS

All officers were reëlected except Vice President F. A. Perley, of the Perley & Crockett Lumber Company, who declined a reëlection because of press of business. Following are the officers chosen:

PRESIDENT—W. B. Townsend, president of the Little River Lumber Company, Townsend, Tennessee.

VICE-PRESIDENT-John Raine, general manager of the Meadow River Lumber Company, Rainelle, W. Va.

Secretary Treasurer—Henry Grinnell, Grinnell & Holt, Asheville, N. C. A noon luncheon was tendered to the delegates by the Knoxville Commercial Club, with an automobile trip following, showing the beauties of the Tennessee city and surrounding country. After the automobile ride, R. C. Staeber, forest engineer of the Little River Lumber Company, addressed the afternoon session on "Would Comparative Logging Costs Benefit Members of the Congress?" He was followed by D. G. Mangus, of the Babcock Lumber Company, who delivered an address on "Electric Logging Devices." "Machine Logging" was then discussed by Bert Hurst of the Champion Lumber Company.

A moving picture reel was exhibited, showing how logging is done in different parts of this country.

An excursion to the Appalachian Mountain House of the Little River Lumber Company closed the logging congress.

Chats With the Folks Down South



Mart Brown of the W. P. Brown & Sons Lumber Company, Louisville, Ky., remarked to me the other day that the only speck he can see on the horizon is the inability to get ears with which to bring stock out of the South. He says that business is better than his company had had any reason to expect. The yellow pine operation in Alabama is suffering particularly from the car need.

Clarence Mengel of the C. C. Mengel & Bro. Company, Louisville, seemed rather disturbed the other day when he heard of the "close to home" activities of the German subsea raiders, and their effect on marine insurance rates. Mr. Mengel said that the new raids directly caused the advance of about 300 per cent, but added that his company could worry along for the time being, having an unusually good stock of mahogany logs. J. C. Wickliffe, secretary of Louisville's big mahogany institution, was on his way back from England at the time the Kaiser's U-boats became so agitated. The vessel on which he returned received a wireless message giving warning of the submarine activity. However, the journey was completed without any mishap. Mr. Mengel also commented on some splendid walnut veneers that the Louisville mill has been working up, something of particular fitness for individually selected table tops and other specialties where exclusiveness is desired.

C. R. Mengel, Jr., of the same company, has been in Minneapolis for some time, but is now located at Chicago and will represent the Mengel company on the road selling mahogany. He finds Chicago a better and more advantageous location for western territory.

W. E. (Bill) DeLaney of the Kentucky Lumber Company, Lexington, Ky., was the host at the grand circuit "trots" which were being pulled off while I was in town. Having been a follower of the running horse all my life, I never very much fancied the harness nags, but the grand circuit has been presenting some wonderful talent this fall, and DeLaney and I became almost enthusiastic, that is, over everything except our profits.

In speaking of business, Bill told about the active movement of lumber from his Kentucky mills. He said that business has been very good, especially with quartered oak, and has so much confidence in the future of oak and other southern hardwoods that he is not rushing around looking for orders at present prices, reasoning, as do most manufacturers, that the difference between the value of the lumber in the log and its value when ready for cutting up is not sufficient at present to make active selling good business. Therefore it is not only sound business but more in accord with the policies of conservation to let the lumber stay in the tree until top market values are assured.

He deplored the influence of the mills which are delivering oak in Chicago at \$30 and \$53 to \$54, which practice is not helping to strengthen the oak situation. According to this operator, oak men are showing themselves exceedingly poor merchandisers and must bestir themselves if they are to conserve their markets.

C. L. Ritter of Huntington, W. Va., made the trip over to Turkey Creek, Ky., the other day with Manager Schnaufer of the Turkey Foot Lumber Company of Lexington to look over the company's big mill, which is one of the best that has ever been constructed in the South. The Turkey Foot Lumber Company has a remarkable supply of fine white oak.

I had looked forward to a nice chat with R. H. Vansant of Vansant, Kitchen & Co., Ashland, Ky., but when I got there found that the colonel was confined to his home rather seriously ill. His worthy lieutenants told me that the company is having a good, lively business in poplar, and is cutting some oak. The mills will probably run on a larger scale next year and thereafter cut more of the heavier hardwoods than in the past.

Across the river at Coal Grove, O., the Yellow Poplar Lumber Company's big mill is cutting up a lot of magnificent oak. It has about as much quartered oak as any mill that we ran across. President Leon Isaacsen and Secretary Crawford expressed themselves as being very well pleased with business turned over so far this year. This company is making a fine lot of flooring besides its quartered oak lumber. As these two items are decidedly specialties, it is always possible to

take care of any demand from its well-stocked mill-yard. The Yellow Poplar Lumber Company formerly delivered its logs mainly by river, but last spring inaugurated a new rail haul system, and is finding it a much more satisfactory and uniform method of supplying the mill.

While at Hantington, West Virginia, B. Bruce Burns, president of the Hardwood Manufacturers' Association of the United States, and the active man in the C. L. Ritter Lumber Company, the Tug River Lumber Company, and the Rockcastle Lumber Company of Huntington, conducted me to his magnificent residence in the highlands overlooking the beautiful city of Huntington. I must confess to a distinct enthusiasm for the progressiveness of this quite remarkable young city, which has all the earmarks of a regular metropolis, in so far as its growth and industry and its advantages are concerned.

Mr. Burns has always been a great believer in knowing just "where he is at," and checks up on each day's run of the mill and the woods' crews, knowing at all times just what lumber is going into pile. He says there is too little exchange of information between manufacturers on logging, manufacturing and marketing of hardwoods. In speaking of the increased cost of logging and the constant evidence that manufacturers are marketing their products continuously at prices based on the other man's bid rather than on actual costs, Mr. Burns said that these conditions can never be fully remedied until the manufacturers support association work not only with their financial resources, but with the resources of their experiences. He said that while the directors of any trade association can, of course, grind out just so much routine work and provide for just so much development, no organization can ever get anywhere until it has the active support of its whole membership.

On the cost question, Mr. Burns said: "More centralized effort is needed in behalf of oak and other hardwoods. We need to concentrate on working out a cost system that can be universally used. This would be the greatest commercializer we could possibly have. It would enable the hardwood manufacturer to merchandise his lumber in place of merely taking orders for it as he has in the past."

D. E. Hewitt of the D. E. Hewitt Lumber Company is another big man in the Huntington lumber trade. Mr. Hewitt said he has been wondering just what is the cause of the lack of stability in markets. "We have a good volume one week and then a week of poor business. More co-operation between manufacturers both in manufacturing and selling would benefit all of us," is the way he summed up the situation.

Mr. Hutchinson of the Hutchinson Lumber Company, Huntington, was up to his ears in a deskful of checks and orders when I dropped in on him one afternoon. Naturally his state of mind was not at all gloomy.

Mr. Hutchinson has a "regular" system of keeping tab on things. The success of his methods proves that the man who is not making comparisons of the various grades of stock on each bunch of logs that he puts into the mill is not getting the most out of his timber. Mr. Hutchinson believes in a close tally of every item of cost, particularly so these days when feed, supply and labor items in hardwood manufacture are mounting sky high.

George E. Breece of Charleston, W. Va., is not only one of the biggest hardwood men in the country, but also holds down the man's size job of mayor of Charleston. Under his guidance I saw all there was to see in his town and was much impressed by two facts: One that Charleston is ideally located and the other that it bears the stamp of a most prosperous commercial character.

There is one thing though that I noticed at Charleston and which I didn't like to suggest to Mr. Breece, because he was so almighty nice to me while I was partaking of his hospitality. And that is I haven't seen so many brick streets for a long time as I rode over in West Virginia towns. The fact of these streets being used so generally in the heart of a big lumber producing territory is only another suggestion of the lack of teamwork on the part of the lumber interests. It is this very absence of a working-together spirit among

the best bunch of fellows in the world that is directly responsible for so many bricks going down in West Virginia and many other places.

The fine new planing mill, box factory and lumber yard which Mr. Breece is whipping into working order in West Charleston is soon going to be a finished article. It gave me a good bit of pleasure to look over the numerous unusual features these operations all embody. Mr. Breece will deliver his raw material by barge from his mills on the Mississippi River as far south as Arkansas City. New dry kilns are being installed at the planing mill for the purpose of handling hardwoods, and the plant is being made over to make the run on this material more profitable.

Just by the way of diversion, the mayor entertained me by allowing me to sit in at a checking up with the Charleston police chief on a number of arrests made the night before. He also, with apparent willingness, admitted that the Hughes demonstration that took place in Charleston a few days before I arrived there was one of the biggest stunts ever pulled off in West Virginia's capital, thus revealing the color of his politics.

After becoming better acquainted with the mayor in his official capacity and noting the size of the chief of police, I decided that Charleston would be a safe place for me to return to at some other time.

Mr. Breece has a son actively connected with the business of the West Virginia Timber Company, the boy going by the name of George O. Breece. When I struck town he had just arrived from an inspection of a tract of 20,000 acres of hardwood timber within a few miles of Washington, D. C. This is not a fairy tale, but a real fact. The company owns this timber and had planned to put in a new plant to exploit it. But after a good deal of consideration the matter was dropped for the time being.

Peter Carroll, who administers the affairs of the Wilderness Lumber Company, and the Peter Carroll Hardwood Company, in his office at the Union Trust building, told me that the machinery for the big plant of the Wilderness Lumber Company is still under way; that he has been spending most of his time lately trying to get the big double band mill and other machinery completed, and on the ground, but hasn't had much success.

The company's operation at Nallen, W. Va., is to be fed from a tract of 20,000 acres of oak, poplar and other fine timber. These are the two primary operations embraced in the Peter Carroll interests, which extend in many other directions.

Out at the pretty mill town of St. Albans, which is about an hour's trolley ride from Charleston, and right on the Kanawha river, I talked with M. W. Stark of the American Column and Lumber Company which cuts up a lot of fine timber at its operations up the line at Stark, and also has a fine, big flooring, finish and general planing mill plant at St. Albans. The American Column and Lumber Company has been doing a world of business of late, and its new mill which is operating in the old Crane timber, is running full time.

Mr. Stark is another man who emphasizes the need for pulling together for the exchange of ideas and for uniformity in methods, and a thorough airing of all features of manufacture to the end that the business may be put on a thoroughly efficient manufacturing and merchandising basis.

E. H. D.

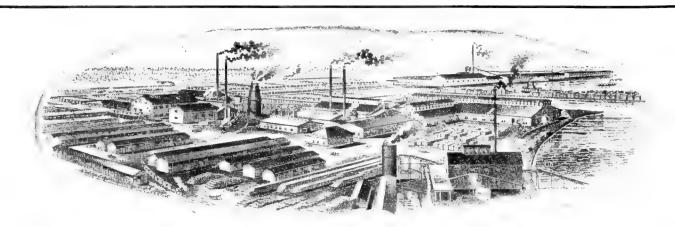
Comparative Statement of Building Operations for September

Building operations throughout the country are in an eminently satisfactory condition, if the municipal statistics on the subject read the situation aright. There is a firm maintenance of the generous construction activities, that have been the feature of most cities during the present year. And there is a little more than that. There is gradual expansion of building work. The official reports of building permits, issued in all of the principal cities of the United States for September, as received by the American Contractor, Chicago, total \$72,735,764, as compared with \$68,861,798 for September, 1915, an increase of six per cent. Last year the September Statement fell \$3,587,241 below that of August. This year the September aggregate gains

s 48,596 over that of August, showing that the work for the season is being more than sustained.

There is another favorable element to the present showing. It is that the increase in the number of permits for September, 28,349, as compared with 25,243 for September last year, is greater than that of the estimated cost, twelve per cent against six. This indicates that the present activities are running more to the smaller structures, or to homes, than they did a year ago. In New York City the borough of Manhattan carries off the laurels. Other large cities are running close to the records of a year ago. Or the 111 cities, 66 make gains, while 45 show comparative losses. Details follow:

25 onon comparative rosses,	Detains 10	mon.		
:	September, 1916	September, 1915		
Cities	Estimated	Estimated		Cent
Akron, Oldo	Cost	Cost 8 081,925	Gain 396	Loss
Albany, N 1	215,005	340,960	330	37
Atlanta, Ga	243,232 $552,406$	677,745 595,393		64 7
Berkeley, Cal Binghamton, N. Y	130,100	131,700		í
Birmingham, Ala	160,319 302,601	115,534 157,934	39 91	
Boston, Mass., and vicinity	5,133,000	5,432,000	* *	5
Bridgeport, Conn	547,541 1,283,000	720,260 987,000	30	24
Canton, Ohio	340,525	294,490	16	
Chicago, Ili	177,000 5,579,550	129,000 8,569,600	37	
Cincinnati, Ohio	847,515 $2,713,780$	1,264,444 $2,356,620$	i.5	33
Columbus, Ohio	548,065	504,710	8	
Dallas, Tex	752,091 122,945	262,202 81,365	187 51	
Dayton, Ohio Denver, Colo	605,727	191,975	215	
Des Momes, la	372,360 164,387	. 194,260 218,470	92	25
Detroit, Mich	4,868,695 315,668	2,695,730 285,321	81 11	
Duluth, Minn East Orange, N. J	403,620	89,233	352	
Elizabeth, N. J Erie, Pa	165,942 $217,311$	93,834 139,761	77 55	
Evansville, Ind	151,829	102,345.	48	
Ft. Wayne, Ind	2,523,631 112,303	1,479,590 69,580	70 61	
Grand Rapids, Mich	169,405 406,075	205,813 62,175	553	18
Hartford Conn	246,497	349,250		29
Hoboken, N. J Huntington, W. Va Indianapolis, Ind	470,888 72,180	9,080 103,028	5086	30
Indianapolis, Ind	868,168	1,255,792	139	31
Jacksonville, Fla	131,450 882,790	54,960 778,425	13	
	181,790 119,790	59,795 125,713	204	• ·
Los Angeles, Cal	913,173	828,758	10	56
Lincoln, Neb. Los Angeles, Cal Louisville, Ky. Manchester, N. H. Memphis, Tenn	198,030 $138,536$	446,750 120,302	i5	56
Memphis, Tenn	239,685 840,557	209,535 2,815,500	14	70
Milwaukee, Wis	1,815,565	945,730	92	
Nashville, Tenn Newark, N. J	405,880 $562,728$	84,286 662,458	381	i
New Bedford, Mass New Haven, Conn	380,300	462,550		18 78
New Orleans, La New York City, N. Y	323,945 $205,546$	1,478,499 $315,819$	7	3-
New York City, N. Y Boro. of Manhattan	8,372,868 3,336,511	7,813,730 1,348,267	147	
Burn of Erony	180.863	1,311,589		17
Boro. of Brooklyn Boro. of Queens	2,909,469 1,220,242	3,495,913 1,413,661		14
Boro, of Richmond Norfolk, Va	120,100	244,300 130,822		48 37
Oakland, Cal	439,253	522,597 132,745	43	10
Oklahoma City, Okla Omaha, Neb	7.15.495	359,055	99	
Passaic, N. J.	136,263 119,085	193,798 96,162	24	30
		120,687	16	
Peoria, Ill	201,880 3,301,310	$\substack{266,140\\4,731,670}$		24
		2,260,939 299,820	340	38
Quincy Mass	126,605	112,042	13	
Reading, Pa. Richmond, Va. Rochester, N. Y.	163,075 339,455	62,875 242,763	159 40	
Rochester, N. Y	667,128	564,845	18 240	
Sacramento, Cal	200,001	68,474 284,309		4
San Diego, Cal	251,309 1,263,485	129,161 1,086,912	94 16	
Savannah, Ga	J2,624	64,360	76	1
Schenectady, N. Y	170,526 $629,140$	96,830 471,615	33	
Sioux City, Iowa	183,750	171,950 38,607	7 410	
South Bend, Ind Spokane, Wash	163,422	145,000	13	
Chain a field III	152.082	72,090 312,510	111 32	
Springfield, Mass	1,794,770	800,185	124	5
St. Paul, Minn	144,769	1,302,375 178,890		1
Tacoma, Wash Terre Haute, Ind	142,692 44,127	40,613 37,513	251 18	
Toledo. Ohio	676,836	701,648		3
Utica, N. Y	1,036,994	235,985 1,350,442		3
Wilmington, Del	181,425 586,550	258,345 592,735		3
			-6	-
Total	\$72,735,764	\$68,861,798	U	•



Northwestern Cooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapolis, Minn.

GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring and are said by dealers to hold trade. We NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

Clubs and Associations

B 1063—Gum and White Oak Wanted, Miss., Oct. 12.—Editor Hardwood Record: We are in the market for the following: 4 cars 5/4 No. 1 common sap gum; 4 cars 4/4FAS plain red gum, 10 and 12'; 1 car $\frac{1}{2}$ " No. 1 common sap gum, running practically all 7, 14 and 21" wide; 1 car $\frac{1}{2}$ " No. 1 common sap gum, running practically all 7, 14 and 21" wide; 1 car 4/4, 5/4, 6/4, 8/4 FAS plain red gum, equal proportions of each; 2 cars 4/4, 5/4, 6/4 and 8/4 FAS quartered red gum, equal proportions of each; 1 car 4/4, 5/4, 6/4 and 8/4 FAS quartered white oak, equal proportions of each.

B 1064-In the Market for Basswood

New York, N. Y., Oct. 10.—Editor Hardwood Record: Can you put us in touch with a mill having any 2" basswood to offer? If so, we will appreciate your attention.

B 1065-Wants Maple Dimension

Geneva, N. Y., October 19 .- Editor HARDWOOD RECORD: Can you send us a comprehensive list of manufacturers of the following kiln-dried maple dimension stock, jointed two sides, of clear stock, not to contain more than seven per cent moisture, lengths 24" and up? Dimensions required are: $4\frac{1}{2}$ "x2\%", $3\frac{1}{6}$ x1\%", $3\frac{1}{4}$ x1\%" to $1\frac{1}{6}$, $2\frac{1}{6}$ x1\4", could use a large part of this size if only $2\frac{1}{2}$ ", $2\frac{1}{16}$ "x1". Quote us per thousand feet.

B 1066-In Need of Rotary Cut Veneers

Passaic City, N. J., October 19 .- Editor HARDWOOD RECORD: We manufacture wirebound cases, and wish you would advise us the names of concerns who manufacture rotary cut veneers used for that purpose.

B 1067—Red Cedar for Pencil Stock New York, N. Y., October 19.—Editor Hardwood Record: Can you give us the names of producers of red cedar logs suitable for pencil stock?

B 1068-Hard Maple Dimension Wanted

New York, N. Y., October 19 .- Editor Hardwood Record: We want to get in touch with some good, reliable mills who are able to furnish a steady supply of clear hard maple dimension stock. Some of the sizes we use are: 1% x2", 2"x2½", 23'4"x3", 3"x33'4", 4"x43'4", etc., in lengths from 3 to 6'.

B 1069-In the Market for Hardwood Wedges

Petoskey, Mich., October 23 .- Editor Hardwood Record: We would thank you to put us in touch with some party that could supply us with a large quantity of carefully manufactured hardwood wedges.

The Mail Bag

Important Northern Meetings

As this issue of Hardwood Record goes to press, members of the Michigan Hardwood Manufacturers' Association are preparing for a very important meeting which will be held at the Statler hotel, Detroit, Mich., on Wednesday, October 25. The big subject for consideration is the question of proposed changes in hardwood grading rules. This will be followed up by the usual valuable market report, after which will come reports of regular and special committees, discussions on amendment of the constitution increasing hardwood assessment, continuance of work of the forest fire protection department, discussion of uniform items of sale and other subjects of new business.

Two days later the committee of this association will attend the meeting of the Northern Hemlock & Hardwood Manufacturers' Association at the Pfister hotel, Milwaukee, on Friday, October 27. At this meeting also the big question will be hardwood grading rule changes, and it is likely that the question will be decided definitely on this occasion. The bureau of grades will give a report of its findings, based on investigations and its correspondence with members and consuming interests and the result of special inspections which have been made under the old as compared to the proposed new rules. It is likely that the two northern associations will act together in this matter.

It is said in the announcement of the meeting that if the convention adopts the report of the bureau of grades and hardwood rules, it will then take up the important question of the method by which it shall put these rules in commercial force. That is, what present organization shall be used or what new organization formed to give these rules recognized standing.

There will be other important discussions, some on cost of logging and manufacturing as compared to a year or two ago, discussion of improvement of customary trade practice, as outlined in terms of sale, and an address by

R. B. Goodman on the "Co Operation of the Timber Owners" which address is based on an exhaustive investigation of the status of timber holdings in the association region and the bearing of these holdings with respect to sawmill operations.

Meeting Memphis Club

Very little business was transacted at the regular semi-monthly meeting of the Lumbermen's Club of Memphis held at the Hotel Gayoso Saturday, October 14. The attendance was large, sixty-nine members and visitors being present. S. M. Nickey occupied the chair, while the usual luncheon was served.

Geo. C. Ehemann, chairman of the river and rail committee, called the attention of the members to the forthcoming decision in the case involving proposed higher rates on hardwood lumber from southern producing points into Central Freight Association and Western Trunk Line territory. Readers of the Hardwood Record are familiar with the fact that this case not only involves higher rates on hardwood lumber, but that it brings cottonwood and gum to the same basis of rates as other hardwoods.

Mr. Ehemann also called attention to the importance of the conference scheduled between representatives of the Southern Hardwood Traffic Association and other lumber organizations dealing with the car shortage and the alleged discrimination on the part of the railroads against lumbermen in favor of cotton and other shippers. He said that his committee considered this the most important subject to be handled at the present time and expressed the hope that every member of the Lumbermen's Club of Memphis would participate in this meeting. A full account of the conference is given elsewhere in this issue of the HARDWOOD RECORD.

Three new members were elected: Sam Thompson, manager of the lumber department of the Anderson-Tully Company; Fred Furgason, southern manager for the M. B. Farrin Lumber Co., Cincinnati, with headquarters at Memphis, and N. M. Nichols of the Lansing Wheelbarrow Company. Parkin, Ark.

The Official Hand-Book, National Association

The National Hardwood Lumber Association has just issued a new official hand-book, which is Volume 24. The handsomely-gotten-up booklet contains everything indicating the fixed forms of procedure according to the composition of the organization. It is pointed out by Assistant Secretary Fuller that the list of members contained in the present hand-book is the strongest, both in principle and numerically, that has ever been shown.

Southern Shippers Propose Drastic Action on Car Shortage

The conference of representatives of four lumber organizations held in Memphis October 20 developed the fact that there is a shortage of at least forty per cent in the number of cars furnished by at least twenty-five southern railroads, over which they ship, and that this shortage is directly due, in the opinion of these representatives, to the fact that the railroads do not own a sufficient number of cars for the mileage which they control.

Resolutions were adopted in which these facts were brought out and in which it was provided that legislation be promoted requiring southern roads to operate a sufficient number of cars to handle the business offered them by the lumbermen.

John W. McClure, president of the Southern Hardwood Traffic Association, presided at the conference. Other organizations represented, besides the Southern Hardwood Traffic Association, were the Southern Pine Association, Cooperage Industries, the Gum Lumber Manufacturers' Association, and the Lumbermen's Club of Memphis. The delegates came from Alabama, Arkansas, Louisiana, Mississippi, and Tennessee, and presented the conditions prevailing on twenty-five different lines of railway in the hardwood and yellow pine territory of the South.

While the conference decided upon taking steps looking to the securing of legislation that will improve conditions, immediate relief is to be sought through recourse to the Newlands congressional committee and the Interstate Commerce Commission.

The Interstate Commerce Commission will be asked to put into effect by November 1, for the imposition in congested districts, rules providing for higher demurrage charges than those now in use. It is desired that these proposed regulations remain effective until February 1.

The demurrage rules to be asked are: That after the first forty-eight hours the charge shall be \$2; that on the third day the charge shall be \$3; that on each succeeding day the charge shall be \$5; that these rules shall apply on cars in use for export shipments after the expiration of the usual ten days' free time.

A claim of southern lines that their cars are being held by northern roads. which continue to use them, instead of returning them to their owners, will also be presented to the commission.

These recommendations were embodied in a resolution prepared by a subcommittee, which provided further, however, that all other shippers' associations of the country be interested in a concerted movement to present the measure to the Newlands congressional committee in November.

George C. Ehemann, chairman of the river and rail committee of the Lumbermen's Club; S. B. Anderson, a director in the Chamber of Commerce of the United States: Walker L. Wellford, president of Cooperage Industries, all of Memphis; W. H. Dick of Phillips, Miss., and H. H. Snell, Birmingham, Ala., of the Southern Pine Association, composed the sub-committee which drafted the resolution.

Mr. McClure, as chairman of the meeting, was empowered in a resolution and motion presented by Mr. Wellford to appoint all necessary committees to shape these resolutions and have them presented to the Interstate Commerce Commission and the Newlands committee

In the meantime steps will be taken to obtain the co-operation of the National Lumber Manufacturers' Association, the Chamber of Commerce of the United States and other organized agencies, in this effort to relieve the scarcity of cars.

During the meeting charges that certain railroads are favoring the cotton and other industries in preference to lumber shippers in the matter of car supply were discussed informally.

Mr. McClure Comes Out for Single Standard of Inspection

In his letter of acceptance of the chairmanship of the inspection rules committee of the National Hardwood Lumber Association, John W. McClure of Memphis, expresses himself definitely that in his opinion the time has come for uniform and universal inspection rules for hardwoods, in order to end the controversy which has brought confusion in the past. He says further, it is necessary to make some changes in the present rules with that end in view

Mr. McClure's letter to John M. Woods, president of the association, follows:

Mr. Mediate's letter to John M. Woods, president of the association, follows:

Dear Mr. Woods: Your request that I serve as chairman of inspection rules committee has had my most thoughtful consideration. My previous service on the committee under the chairmanship of both John Pritchard and Hugh McLean gives me a full realization of the scope of work and the burden of duties which you are asking me to assume. For both business and personal reasons, I can ill-afford just now to give the time and thought necessary for the accomplishment of this important work. Many of my friends have advised me to decline the appointment, stating that "It is a hopeless and thankless task." I do not believe it is either hopeless or thankless. I feel that our membership fully appreciates the splendid service and great personal sacrifices which the chairman and members of this committee have given in the past and which has resulted in building up the present system of inspection rules and inspection service, the keystone to the success of our great organization. This very success has led our members to be cautious and slow to adopt new ideas or changes in our inspection rules, but I cannot believe that the work of the previous committee has been lost through the rejection of their report and the discussion which followed has brought about more thought and careful study of the rules and the principles involved than ever before. I believe our members feel that the time has come for uniform and universal inspection rules for hardwood lumber in order to end the controversies which have brought confusion to the trade in the past, and that it is necessary to make some changes in our present rules with that end in view. The very broad and liberal views which you expressed at the beginning of your administration and the hope which you expressed for uniform inspection rules for hardwoods are worthy of the endorsement and support of our entire membership.

It is apparent that you have put much time and thought into the selection of the new ru

rules for hardwoods are worthy of the endorsement and support of our entire membership.

It is apparent that you have put much time and thought into the selection of the new rules committee. They are a splendid body of men, representing every section and every branch of the hardwood lumber trade. Every one of them is a man of experience and sound judgment, an enthusiastic worker and a sincere, thoughtful man. Every one of them is a broad-minded thinker, capable of dropping all selfish, local or sectional interests in consideration of the best interests of the whole trade. With such a committee, the work of the chairman will be made both pleasant and successful. It is indeed an honor to be asked to lead this committee.

All of these considerations, together with my enthusiastic interest in uniform inspection, and my sincere desire to assist to the extent of my ability in the success of your administration and the advancement of our organization, has decided me to accept your appointment. I trust the whole membership of our association will lend the committee the sympathy and support which is so necessary to the success of our work. With such support we hope to bring about a unity and barmony in the ranks of our organization which will enable it to go forward to greater things.

With kindest expressions of personal regard, I am, Sincerely yours,

Meeting of Cincinnati Lumbermen's Club

President Christie of the Cincinnati Lumbermen's Club at the October meeting appointed C. C. Hagemeyer, S. Earle Giffen and Samuel W. Richey a committee to look after the club's interest in the reclassification proposal now before the Interstate Commerce Commission, especially with reference to reconsignment privileges.

The club decided to heartily co-operate with the Chamber of Commerce and the Lumber Exchange in inviting the 1917 convention of the Ohio Retail Lumber Dealers to meet in Cincinnati.

New Book on Pecky Cypress

The pocket library on cypress gotten out by the Southern Cypress Manufacturers' Association, through its energetic secretary, George E. Watson, has been augmented by a book telling all there is to know about pecky cypress, which, according to Mr. Watson's unique phraseology, is the "eternalest" part of the wood eternal. He avers on the cover of the booklet that the wood is homely, but honest.

The book is literally full of the "pep" of Mr. Watson's personality. It is based on authoritative information on the subject of pecky cypress, but this information is conveyed to the reader in a palatable form. The real theme of the book is that the peculiar condition of pecky cypress is not rot but is the result of a transformation of character which makes it immune to rot for all time. The purpose of the book is to convince those interested of this

Roads Secure Restraining Order to Overcharge Suit

A temporary restraining order was recently issued by the United States district court of Little Rock against the Railroad Commission of Arkansas to prevent it from filing suits for penalties for overcharges in an effort to enforce its Standard Freight Distance Tariff No. 5, so far as it relates to rates on lumber, logs and bolts and on rough rice. The restraining order was granted upon the request of the St. Louis, Iron Mountain & Southern and the Chicago, Rock Island & Pacific railroad companies, and allows these carriers to charge freight rates in accordance with their own rates which were put into effect on August 1, 1946, pending final trial of the case.

On October 11 the Iron Mountain and Rock Island railroads filed suits in the federal court, asking for a temporary restraining order to prevent the railroad commission, prosecuting attorneys and shippers from bringing suits in the state courts for penalties for overcharges under the Ark mass law. The railroads alleged in their complaint that their increases in rates, effective August 1 and somewhat higher than those provided by the commission's tariff, applying to rough lumber, bolts and logs and rough rice, were made in order to comply with a ruling of the Interstate Commerce Commission, made May 19, 1916, in answer to a petition filed before that body by the Memphis Freight Bureau.

The Interstate Commerce Commission rulings provide that the state rates shall not be more than one cent per hundred pounds less than the interstate rates. The Arkansas commission takes the position that it has power to fix rates to be used in Arkansas and issued notices to the railroads that it would bring suits on the grounds of overcharges in all instances where it could be proved that the rates charged were higher than those as provided by the commission.

The Arkansas statutes provide penalties for overcharge ranging from \$500 to \$3,000. And already several suits have been instituted for collecting these penalties. J. N. Rachels, prosecuting attorney for the first judicial district, brought two suits against the Iron Mountain railroad shortly after the rates went into effect on account of overcharges made upon shipments made by the Miller Lumber Company of Marianna. Since then several other suits have been brought by the prosecuting attorneys over the state. M. E. Dunnaway, prosecuting attorney for the sixth judicial district, on September 23 brought seven suits against the Iron Mountain on behalf of the William Farrel Lumber Company for \$21,000, the maximum amount assessible under the law in those cases.

Attorneys for the railroads and the members of the Arkansas commission held an informal conference on Monday of last week, but were unable to reach an agreement, the commission announcing its aim to bring suits in all instances where recovery might be had.

Last June these two railroads, the Iron Mountain and the Rock Island, following the decision of the Interstate Commerce Commission in the Memphis Freight Bureau case, issued tariffs of their own, effective August 1, 1916, and applying to lumber and rough material. These rates were made without the consent or knowledge of the Arkansas commission, and were considerably higher than those formerly provided by the commission in its Tariff No. 5. The commission announced that it would seek to enforce its rates, and asked the prosecuting attorneys over the state to file information in every case where overcharges were made.

John McClure to Aid in Important Work

John W. McClure, president of the Southern Hardwood Traffic Association, left Memphis on October 21 for Washington, where he will, as the representative of that organization, the Gum Lumber Manufacturers' Association and the National Lumber Manufacturers' Association, aid in the selection of the lumber commission to be sent to Europe by the federal trade department and the United States chamber of commerce to investigate conditions and report for the benefit of lumber interests throughout this country so that they may share as far as possible in the business developing after the war or even before the coming of peace if this is unusually slow in developing.

The idea of sending the commission to Europe was first discussed some months ago by representatives of various lumber organizations called into a conference with officials of the United States Forest Service, the Federal Trade Department and the United States Department of Commerce at Chicago. The suggestion was heartily received by the representatives of the lumber industry, but the plan appeared to strike a snag when it developed that the federal bodies participating in the conference had sufficient funds at their disposal to pay only one commissioner. The lumber organizations, however, came to the rescue by offering to pay the salaries of the other four commissioners though they were to work under the jurisdiction of the United States Department of Commerce. Mr. McClure took quite a prominent part in the Chicago conference and he has been honored by the federal authorities by being chosen as one of the lumbermen to ald in selecting these commissioners.

Some time ago 135 men presented themselves as candidates for commissioners. Competitive examinations have narrowed the list down to about 20 men, and the committee on which Mr. McClure will serve will select the five commissioners from these applicants Monday and Tuesday of the current week, an examination being conducted for that purpose.

These commissioners will spend some time going through the various lumber centers in the country to familiarize themselves with the quantity of lumber and lumber products available for export, the capacity of mills and other data bearing on the proposition from a supply standpoint. They will leave for Europe on Jan. 1 and will cover the various countries as rapidly as possible. One commission will do the work in England, the Netherlands and France, another will cover Germany and Austria, a third will report on Russia, a fourth on the Balkan States, and the fifth on Spain and Italy and the Scandinavian States. It is expected that at least two years will be required for completion of this investigation, but reports will be made from time to time and the information contained therein will be so distributed that those catering to the foreign trade will have the benefit thereof long before the commissioners complete their duties and return.

Lumbermen believe there is going to be a tremendous European demand for lumber and lumber products when the war is over and they are naturally anxious to secure all data that will enable them to capture their share of this foreign business.

While in Washington Mr. McClure will confer with the chairman of the Interstate Commerce Commission in regard to the car shortage which is proving so serious a handicap to lumber interests throughout the southern hardwood producing territory. He will ask the immediate imposition of higher decourage charges in congested districts by the commission and for other prompt action looking to early relief. Resolutions appealing to the commission for help were unanimously adopted at a conference of 50 representatives of the Southern Hardwood Traffic Association, the Gum Lumber Manufacturers' Association, the Yellow Pine Association and Cooperage Industries held here Friday, October 20, and Mr. McClure will personally present these to the commission.

With the Trade

West Virginia Timber Company to Close Louisiana Mills

The West Virginia Timber Company, Charleston, W. Va., has found it necessary to close its lumber mills at Baskin, La., for an indefinite period beginning about the first of next year. The company states it has a good number of orders on hand, but because of the difficulty of securing cars with any degree of regularity, it has decided on the above course. The company advises it has already stopped operations at several of its big Louisiana mills for the same reason.

Oregon Factory Will Resume Operations

The furniture plant at Albany, Orc., which has been idle for some time, is being taken over by a company organized by Fletcher Linn of Portland. Lumber has been going through the kilns for some time in preparation for resuming operations, and the plant is now starting on the production of about five hundred extension tables.

C. C. Boyd & Co.'s Sawmill Burned

A hundred persons were driven from their homes early last Friday morning, when fire, which destroyed the sawmill of C. C. Boyd & Co., at North Bend, O., threatened to sweep through the colony of homes housing the employes, which are in the immediate vicinity of the mill. The loss is estimated at considerably over \$25,000. The company's offices are in Cincinnati and the mill, at North Bend, is about fifteen miles down the Ohio river.

The flames, fanned by a high wind, spread rapidly through the mill and sawdust piles and early burned out the telephone wires so that some difficulty was experienced in getting fire apparatus to the scene in time. Employes and farmers in the vicinity formed bucket brigades and bed clothing was soaked in water and hung on the sides of the houses which were being scorched. The principal buildings of the mill and the runway to the Ohio river were destroyed, but much valuable lumber in the yards was saved, along with the employes' homes.

Charles C. Boyd, the head of the concern in Cincinnati, is on a southern business trip and until his return no correct estimate of the loss is obtainable.

The cause of the fire could not be determined, but it is believed that it resulted from spontaneous combustion in a sawdust pile.

Lumberman on Prominent Directorate

Frederick E. Weyerhaeuser of St. Paul, son of the late Frederick Weyerhaeuser, has been named as director of the Great Northern railway to fill the vacancy caused by the death of James J. Hill. Mr. Weyerhaeuser is reputed to be one of the wealthiest men in the country.

Manistique Plant Nearing Completion

The new plant of the Brown Brothers Lumber Company at Manistique, Mich., of which W. W. Parr of Traverse City is general manager, is rapidly nearing the finished state. The plant, which will manufacture automobile crating, interior finish and do a general planing mill business, will be modern and modernly equipped in every essential point. It will give employment to about seventy-five men.

The building is 80x150 feet and every piece of machinery will be run by individual motor,

As to the flooring factory which is planned for this company, it is stated that the construction of this is problematical as far as time is concerned. It is likely that this plant will be begun in the not far distant future and will adjoin the present plant and be of the same dimensions,

New Chair Factory for Far West

It is reported that a new chair factory is projected for Portland, Ore. The plant will be built after the first of the year by the Doernbecher Manufacturing Company, and will be an addition to the company's present plant. The building will be 300x100 feet and three-stories high.

Holland, Mich., Company's New Plant

A complete change in the organization of the Peerless Manufacturing Company of Holland, Mich., was effected a week or so ago. The past management resigned and new officers were elected. The new factory is located in the south end of the city.

Report of Roper Fire in Error

Just prior to the issue of October 10, Hardwood Record received from what it considered an authentic source a report of a fire at the plant of the John L. Roper Lumber Company at Bellhaven, N. C.

C. I. Millard, president and general manager of the company, writes that but a small portion of the roof of the planing mill at Bellbaven was destroyed, and that this resulted from an accident not associated with the operation. He says that the loss was confined to the necessary repairs of a small section of the roof

Will Complete New Plant by First of the Year

The Grand Rapids Furniture Company, Grand Rapids, Mich., states that the new plant, construction of which was started a few weeks ago, will probably be completed by the first of January. The factory will be four stories high and modern in every particular. It is expected that the completion of the new building will obviate any dangers from floods, and will furnish room for expansion of the company's output.

A Quality Alliance

The Anderson-Tully Company of Memphis has again shown its good judgment in perfecting a selling alliance whereby George B. Osgood will represent it in Chicago and vicinity, while Frank B. Lane of Grand Rapids will

look after its interests in that neighborhood. This alliance is a most happy one and might be fittingly called a "quality combination."

Mr. Osgood is not only a thorough and practical lumberman, but his friends and acquaintances both in the consuming trade and among his competitors credit him with being a salesman par excellence. He will be the exclusive agent for the Anderson-Tully interests in Chicago, maintaining his office as heretofore in the People's Gas building.

Mr. Lane, on the other hand, retains his connection with the C. C. Mengel & Bro. Company, handling its mahogany and walnut veneers as he has for a number of years past, but will look after the Anderritory as well as marketing a part of its veneer



TIVE ANDERSON-TULLY COM-PANY, MEMPHIS

output-gum core stock and crossbanding. Mr. Lane maintains his office in the Houseman building, Grand Rapids.

The Anderson-Tully Company established years ago a reputation for quantity,-in timber, in manufacture, in grade, in service,--which is attested to by its many old friends in the trade. The vast output of its five hardwood mills, together with that of the veneer plant, cutting rotary gum core stock and crossbanding, give Mr. Osgood and Mr. Lane an opportunity of not only holding their old trade but of adding many new accounts.

It is for these reasons that Hardwood Record believes congratulations are due both of these gentlemen as well as the Anderson-Tully Company, and that the consummation of this alliance will work to mutual profit.

Starts Work on New Flooring Plant

Work started a couple of weeks ago on the new hardwood flooring plant of the W. E. Williams Company, Traverse City, Mich., at Oconto, Wis., is progressing very nicely. The Williams company is now organized as a Wisconsin corporation with headquarters at Oconto. It purchased ten acres of ground on which the new plant is being erected. The main building will be 240 feet long by 72 feet wide. It will contain five flooring machines. The warehouse will be 200 feet long by 48 feet wide, and the dry kilns will occupy a space of 80 by 120 feet. It is expected the work will be completed in about three months' time, and that operations will begin in January.

Auto Body Factory Damaged by Fire

Damage estimated at \$40,000 was sustained by the Haberer Auto Body Manufacturing Company at Gest street and Millcreek, Cincinnati, last week. The blaze spread with great rapidity through the four-story building, starting in the drying room, where large quantities of fine manufactured lumber were burned. A freight train switching across a street delayed the nearest fire company nearly ten minutes, thus allowing the fire to get a big start, and it was necessary to stretch hose for fully a mile. Emil and William Haberer, who conduct the business, estimate their loss in stock at \$30,000, while the building was damaged to the extent of \$10,000.

Lorber Lumber Company Damaged

The Lorber Lumber Company, Van Wert, O., suffered considerable loss 'y fire, which after destroying the elevator of the Ireton Brothers mill, com municated to its yards, consuming a large quantity of rubberoid roofing and much fine lumber stored in a shed. A carload of poles belonging to the Van Wert Telephone Company stored in the yards was destroyed.

Getting New Kentucky Operation Rapidly in Shape

The American Lumber and Manufacturing Company of Pittsburgh, Pa., which, by the way, is the company which recently delivered 5,000,000 feet of lumber in four weeks' time, making possible the opening of the Uniontown. Pa., automobile speedway, is interested through its officers in the Lenox Sawmill Company of Lenox, Ky.

This company is owned equally by W. D. Johnston, president of the American Lumber and Manufacturing Company, and W. S. Whiting of Elizabethton, Tenn. Both of these gentlemen recently returned from a trip to the mill, and state that the construction work is progressing in a most satisfactory manner. The mill will cut an unusually good lot of white oak and poplar.

In order to get to its timber, a difficult piece of railroad construction about six miles in extent is being put in, which requires numerous trestles

of a most substantial character. There is a 400foot tunnel cut through solid rock, which will be completed by the end of this month. The steel rail is now on the ground and when the tunnel is completed the work of finishing up the railroad will proceed rapidly.

The mill will be driven almost entirely by electricity, and is of the most u p-t o-d a t e construction and will have a capacity of something over a million feet a month, a large percentage of which will be quartered white oak.

The company is the possessor of 100,000,000 feet of timber, to which it will add considerable areas from time to time, probably enough to give the mill a life of from fifteen to twenty years.

It is expected that the work will be completed by the middle of December, and that after that time



son-Tully lumber interests
GEO. B. OSGOOD, CHICAGO REPRESENTA- FRANK B. LANE, GRAND RAPIDS REPRE-SENTATIVE ANDERSON-TULLY COM-PANY, MEMPHIS, TENN

Mr. Whiting will devote considerable of his time to the manufacturing end, while Mr. Johnston will look to the sales end. The operation is assured of an unusually bright future.

New Plant for Champion Tool Works

Harvey W. Kreuzberg, president of the Champion Tool Works, Cincinnati, O., one of the largest manufacturers of machine and woodworking tools in this section of the country, recently announced that the corporation would spend in the neighborhood of \$100,000 in the construction of a new plant on Spring Grove avenue, Cincinnati. Negotiations have practically been concluded for the purchase of a tract containing approximately six acres. Plans already are under consideration for the principal building. This, according to Mr. Kreuzberg, is to be 150 by 300 feet and will be of the saw tooth type of construction. It is likely that a firm of engineers will make the plans for the several buildings, work on which will not start until next spring. The purchase of this tract is an indication that the Champion Tool Works Company and the several interest's which were identified with the former in a colony scheme, such as exists at Oakley, a suburb, have abandoned the idea. A large tract was optioned last spring with the expectation that the rapid transit loop would materialize in a short time and that (Westwood) section of the city would be afforded transportation facilities. Recent developments caused the project to be dropped.

Baker & Son's New Box Factory

P. T. Baker & Son, box manufacturers, will construct a new factory at the northeast corner of Liberty and McLean avenue, Cincinnati, O., the principal building to be 250 by 75 feet and one story, and will be well equipped for the work to be done.

The firm has leased the present quarters of the E. E. Beck Lumber Company for ten years, with the privilege of purchase at \$40,000. The Beck Lumber Company will move further west on Liberty street, where there is a spacious vard.

Chicago Furniture Company Has Large Fire

The S. Karpen Company, Union avenue and Twenty-second street, Chicago, suffered a \$60,000 fire loss on Sunday night, October 15. The fire did its greatest damage in the kilns and in the lumber, destroying not only the company's stock, but stock being dried for outside concerns. The loss was very well covered by insurance. Five to seven kilns were totally destroyed with their lumber contents.

The Karpen company will rebuild immediately and states that the loss did not interfere seriously with its operations, causing more inconvenience than hardship.

Riemeier Lumber Company Files Schedule

George H. and Harry D. Riemeier, doing business as the Riemeier Lumber Company, Cincinnati, against whom bankruptcy proceedings were instituted recently by the Woods Lumber Company and others, last week filed their schedule of liabilities and assets. The former amount to \$72,918.42 and the latter \$23,078.02. The assets consist of cash, \$83.17; stock in trade, \$4.500; horses and vehicles, \$415; debts due on open accounts, \$17,521.85, and deposits in bank, \$558.

Of the liabilities \$5,788,81 represents secured claims, \$61,356 unsecured and \$5,636 notes which ought to be paid by other parties. The largest unsecured creditors include:

Anderson-Tully Company, Memphis. \$1,872; Appalachia Lumber Company, Cincinnati, \$1,265; Bellgrade Lumber Company, Memphis, \$1,150; Buskirk-Rutledge Lumber Company, Cincinnati, \$1,438; Barr-Holaday Lumber Company, Greenfield, \$1,490; Brown & Hackney, Memphis, \$1,184; Bradley Lumber Company, Greenwood, Miss., \$1,083; Champion Lumber Company, Crestmont, N. C., \$3,743; City Hall Bank, Cincinnati, \$5,000; Campbellsville Lumber Company, Campbellsville, Ky., \$1,145; Crenshaw-Gary Lumber Company, Memphis, \$1,600; C. Crane & Co., Cincinnati, \$1,297; Delphi Lumber Company, Cowen, W. Va., \$1,102; Dunlap Lumber Company, Nashville, Tenn.. \$1,828; Lamb-Fish Lumber Company, Chicago, \$1,284; Rockcastle Lumber Company, Huntington, W. Va., \$1,142; J. V. Stimson Hardwood Company, Memphis, \$1,277; C. A. Scott & Co., Tellico Plains, Tenn.. \$1,505; Wood Lumber Company, Millington, Tenn.. \$2,199, and the R. E. Wood Lumber Company, Baltimore, Md., \$1,013.

Big Wheel Company to Move to Memphis

Announcement is made that the Kelsey Wheel Company, which has had its main plant at Detroit, Mich., and which has operated a branch plant in Memphis, Tenn., for several years, will remove its Detroit machinery to this center and make Memphis its headquarters. The main plant which has heretofore been operated at Detroit will be consolidated with the Memphis branch and finished wheels for automobiles will be made on a large scale. No definite date has been set for the removal, but it is announced that this will be undertaken in the near future. The local plant turns out more than two thousand sets of automobile wheels per day and employs between 700 and 1,000 men. After the Detroit machinery has been removed to Memphis the capacity of the local plant will be further increased and the number of men employed will likewise be enlarged. It is suggested that as skilled labor is required for a great deal of the work at the plant of the company at Memphis a considerable number of employes heretofore engaged at the Detroit factory will be brought to this city. The Kelsey Wheel Company has vastly enlarged its facilities for the manufacture of automobile wheels during the past few months and it now has one of the largest factories for this purpose in the country. Only within the past few months has the necessary machinery been installed for the manufacture of complete wheels. For several years after beginning operations here the company manufactured spokes and rims but had no facilities for putting these together.

Bellgrade Lumber Company to Develop New Timber

The Bellgrade Lumber Company of Memphis, Tenn., has announced that it has secured the sawmill belonging to the Ferd Brenner Lumber Company at Zwolle, La., and that this will be removed in a short time to either Midnight or Louise, Miss. The company, it will be recalled, some time ago purchased about 7,500 acres of timberland in Yazoo and Sharkey counties, Mississippi, and this mill will be installed for the purpose of developing the timber on this property. The plant has a capacity of about 40,000 feet per day, but this will be increased to at least 50,000 feet, or possibly even more. It has not been decided whether the plant will be located at Midnight or Louise. Both towns are very anxious to secure it and a strenuous contest is now being waged for this enterprise.

Is Going to Revise Timber Cruising Methods

Herman H. Chapman, professor of forestry management of the Yale School of Forestry, is undertaking the rather large task of revising Graves' book on Forest Mensuration, and to this end is soliciting the ideas of lumbermen, cruisers, forest engineers and others for valuable suggestions.

Mr. Chapman states that timber estimating, while requiring long experience and individual judgment, depends also on systematic methods, and that the factors making for accuracy should be regulated and understood by stumpage owners as well as cruisers. He claims that those cruisers who are not able to definitely describe the method by which they work are apt to give inaccurate and inconsistent reports, while where cruisers show consistency their work is apt to be along definite lines.

Mr. Chapman is soliciting the opinions of firms and individuals interested in this question in a series of questions which he is asking on a printed form.

Widely Known Architect and Builder Dies

George M. Anderson of Elzner & Anderson, Cincinnati architects, and for the last two years president of the Cincinnati chapter of the American Institute of Architects, died last week at the home of his mother, Mrs. Larz Anderson, Grandin road, East Walnut Hills. Mr. Anderson was widely known in business and social circles. He had been ill about two years, but the seriousness of his condition was not realized until near the end.

Associated with A. O. Elzner twenty years, he and his partner gained fame through the construction of the Ingalls building, at Fourth and Vine streets, Cincinnati, then the tallest re-enforced concrete building in the country. He was forty-seven years old and unmarried.

Mr. Anderson was a member of the Queen City Club, The Pillars, Business Men's Club, Country Club, Chamber of Commerce, MacDowell Society. Art Club, and a member of the vestry of Christ Church. He did considerable oil painting, and was noted for his high ideals and active interest in public questions, particularly those pertaining to the beautification of the city.

Pertinent Information

Baltimore Exports Unimproved

There is no improvement in the export situation so far as volume is concerned. The report of the shipments for September shows an increase over the same month last year, but the gain is entirely in one item, which makes up the bulk of the business. The declared value of the shipments, for instance, was \$93,089 as against \$79,070 in September, 1915, but not less than \$61,702 proved to be on account of spruce, which wood is being used very extensively in the construction of aeroplanes. Furthermore, the quality of the spruce shipped has gone up very materially in price. In most other items on the list a positive reduction in movement has taken place, where shipments have not ceased altogether, as in the case of white pine, short leaf pine, "all other boards," and in shooks. Thus the shipments of oak declined from \$85,000 to 66,000 feet, those of poplar from 90,000 to 80,000 feet, and those of staves from 394,820 to 48,239, while the designation "other manufactures of wood" went up from \$7,564 to \$15,031. The exhibit, however, clearly shows to what extent the British order in council is proving effective as a means of keeping out American woods from the countries still open.

Reports recently received here from various sections stated that many of the exporters are preparing to rush large quantities of lumber to the United Kingdom at an early date, preparations being based on statements that the British Government will shortly remove the embargo upon shipments, as stocks have run very low. Such advices, according to some of the leading exporters, among them John L. Alcock & Co., of this city, are altogether erroneous. Mr. Alcock, in speaking of the matter the other day, said that not only was there no shortage in the United Kingdom, but the stocks held there were actually so large as to tax the storage space. Norway and Russia, in particular, he said, had been shipping whitewood, or poplar, to the United Kingdom in large quantities, and other kinds of lumber had also gone forward in very liberal proportions. He could not understand how a report of a shortage could have gotten out, the information received by him from his foreign correspondents being altogether to the contrary. Besides, Mr. Alcock stated that with the exception of some few special sizes there was no need in England for stocks, and the supplies being laid up for the supposed rush that was to come had not been manufactured with a view to meeting the special requirements of the British consumers.



The above picture was recently taken by an employe of the Huddleston-Marsh Mahogany Company of New York and Chicago, and shows mahogany logs at railroad terminal, about thirty-five miles in from the African coast. These logs will be floated out to the coast when steamer is there and ready to take them aboard. Mr. Huddleston states that they have just unloaded a fine cargo of fresh large Honduras mahogany logs.

September Hardwood Inspection

During the month of September more than 14,000,000 feet of lumber were graded by the salaried and fee inspectors of the National Hardwood Lumber Association, and the reinspection for the month was only a little more than one per cent of that amount.

Canada's Fire Losses This Year The forest fire loss during 1916 which the timber owners of Canada must shoulder, amounted to more than \$9,000,000. The people there are figuring out what that much money would have bought, if the loss could have been prevented and the amount converted into cash. It is six times as much as has been spent the past year for forest protection in the whole Dominion of Canada. It is much easier to count the loss than to prevent it. Canada is a large country and is difficult to protect against fire; but had no measures for protection been taken, it is safe to say that the loss would have been much greater.

Active Work on Foreign Lumber Investigation
The Bureau of Foreign and Domestic Commerce of the Department of Commerce has in connection with preliminary work of investigation of European lumber possibilities, sent out a list of questions to two hundred and fifty leading export firms, the object being to ascertain the precise views of these foreign exporters on many questions which will have to be taken into consideration in extending the investigation work.

The reports which will come from all exporting centers will make possible the filing of exhaustive information as to export trade practice, enabling the bureau to advise lumber manufacturers promptly of the ways and means available for disposing of their product abroad.

Russia to Tax Wood Exports
The Russian government is considering a proposal to lay an export tax on all wood leaving that country; but the matter has not yet been definitely decided. The tax as proposed amounts to about one-fourth of a cent per pound, or perhaps six dollars a thousand feet for pine. Such a measure would affect America only indirectly, except that we might have to pay the export tax on Siberian oak shipped to the western coast of the United States. The principal result would be to decrease the use of Russian wood in the countries of western Europe, and thereby open additional markets for American lumber.

Increased Demand for Wooden Soles

The extraordinary consumption of leather for military purposes in England appears to have increased the demand for wood in the shoe sole industry. Wood of alder trees recently sold at 18 cents a cubic foot on the stump. The purchaser will install on the ground the necessary machinery to work the wood into billets, thereby reducing the freight cost in shipping to the factory where the finished soles will be made.

Hardwood News Notes

—≺ MISCELLANEOUS ≻——

At Indianapolis, Ind., the Frank H. Williams Veneer Works is operating a

The Winslow Marine Railway & Ship Building Company of Seattle has succeeded the Hall Bros, Marine Railway & Ship Building Company at Winslow, Wash.

The Dickson & Shannon Lumber Company has moved from Memphis, Tenn., to Millington.

The Fort Smith Refrigerator Company, Fort Smith, Ark., has suffered a

The Clement Veneer & Lumber Company has been incorporated at Pamlico, N. C., with a capital of \$50,000.

The plant of the Pioneer Box Company, Crawfordsville, Ind., has been destroyed by fire.

The Henry Mayo Box Company, Norfolk, Va., has filed a voluntary petition in bankruptcy.

=≺ CHICAGO ≻=

Frank Robertson of the Ferguson-Palmer Lumber Company, Memphis, Tenn., was in Chicago the past few days looking over the lumber situation. He reports business good.

B. W. Lord of the Chicago Veneer Co., Burnside, Ky., came in the other day from Arkansas. He said: "We have so many orders for veneer at our plant we can hardly take care of them. The scarcity of cars has crippled us very materially at both Burnside, Ky., and Arkansas mills. We look forward to a very bright future in the gum veneer business.'

Sam Horner, active head of the William Horner flooring factories at Reed City and Newberry, Mich., spent Monday in Chicago. Mr. Horner reports the same activity in flooring that has been manifest for some months past, and looks for an ever greater demand this fall and winter.

Sam A. Thompson, veneer and lumber manager for the Anderson-Tully Company, Memphis, spent a few days in Chicago last week en route to points in Wisconsin and Michigan. While no lumberman is ever entirely satisfied, yet Mr. Thompson feels that conditions are such in the South today that pessimism is almost a stranger. The car shortage is more apparent there than in the North, yet this is balanced by better labor conditions. Mr. Thompson is not even discouraged over the oak market, but declares he is moving his stock to good advantage, and realizing prices on which he has

no great complaint. He says, however, that his new position is a regular man's job; that the marketing of the output of five sawmills and one veneer mill, and marketing it to advantage, is enough to keep any man occupied.

Charles P. Bowen of Charles P. Bowen & Co., city, died recently.

The Portsmouth Veneer & Panel Company, Mound City, Ill., sustained a loss by fire.

R. S. Huddleston of the New York and Chicago firm of the Huddleston-Marsh Mahogany Company, accompanied by Mrs. Huddleston, has been spending the last few days in Chicago, stopping at the LaSalle Hotel. Mr. Huddleston says that business is unusually brisk with his firm, and that everything is promising in the mahogany situation.

John Penrod of Penrod Walnut & Veneer Company, Kansas City, Mo., and of Penrod, Jurden & McCowen, Memphis, Tenn., has been in the city for the past few days. Mr. Penrod speaks very favorably of the walnut situation, and as to the hardwood output of the southern company he says that the only trouble is the car situation.

Claude Sears of the Edward L. Davis Lumber Company, Louisville, Ky., was a prominent visitor to the Chicago market last week.

C. A. Sanborn, Asheville, N. C., who is associated with Paul H. Gearhart in timber estimating and engineering business at Asheville, was in the city the end of last week on some important timber bonding cases.

W. H. Weller, Cincinnati, O., secretary of the Hardwood Manufacturers' Association of the United States, spent a day in Chicago last week. Mr. Weller expressed himself optimistically regarding the development of the hardwood business.

A. M. Manning of the Felger Lumber & Timber Company, Grand Rapids, Mich., passed through the city last week. Mr. Manning was returning from Wisconsin points.

Another prominent northern visitor was R. P. Krause of Krause & Stone, Marshfield, Wis. Mr. Krause spent a few days in the city on a selling trip. The general meeting of the Lumber Mutual Insurance companies took place on Thursday and Friday of last week, at which time various features of inter-insurance for lumbermen and detailed work were discussed. C. A. Palmert of the Central Manufacturers' Insurance Company of Van Wert was elected chairman of the conference, and W. H. G. Kegg of the Lumber Mutual Fire Insurance Company of Mansfield, O., was chosen secretary.

—≺ BUFFALO ≻—

Buffalo lumbermen have come to the front with advertising in the local newspapers as the result of the formation of the new Buffalo Lumber Dealers' Association. A big display ad of October 19 says: "It is More Economical to Use Lumber where Lumber Should be Used!" Following this is the name of the association prominently displayed and the words: "Ask Our Members." The list of names include twenty-four concerns handling lumber at retail, two in the Tonawandas and the remainder in Buffalo. This is the most aggressive step taken here in a long time to give prominence to lumber as against substitutes and will no doubt do a good deal of good.

The hardwood trade was well represented at the annual outing of the Buffalo Lumber Exchange, which occurred at Boston, near the city, on October 12. Beefsteak and chicken were more plentiful than chestnuts, which were the ostensible object of the outing, but everybody's appetite was more than satisfied with the good things cooked by the semi-professional chefs, F. M. Sullivan, C. N. Perrin, E. J. Sturm and Eugene Nostrand, who did things to a turn with dexterity and dispatch.

Blakeslee, Perrin & Darling call the hardwood trade good. maple are the most active woods, with a fair trade in oak, of which the yard has been getting in a good assortment.

G. Elias & Bro. have their new dock practically completed. It is $800\,$ feet in length and will thus accommodate vessels and lumber cargoes very nicely.

Taylor & Crate state that the hardwood trade is brisker than it was, with sales best in maple and oak. About 4,000 feet of switches have been laid in the new Elmwood avenue yard.

The Hugh McLean Lumber Company reports trade in hardwoods about the same as a month ago. Quartered oak is moving pretty well and plain oak and ash are up to normal.

The Yeager Lumber Company reports the hardwood trade as a little less active than during the summer. A good deal of stock is being received, including ash, oak and poplar.

The Standard Hardwood Lumber Company finds business about the same as a month ago. Car shortage at the southern mills is causing a good deal of delay to incoming lumber and cars are getting scarce here.

Miller, Sturm & Miller are getting a larger demand for basswood than for some time past. Business holds up in good shape, particularly in maple and plain oak.

T. Sullivan & Co. report an increased inquiry for hardwoods, though the demand is not on a very active scale. The local trade in hemlock is said to be especially good.

The Buffalo Hardwood Lumber Company notes an increase in the demand for gum lumber lately and trade in oak and ash has shown up better during the past few weeks.

The Atlantic Lumber Company calls business reasonably good in all the bardwoods. Maple is holding about the firmest of any stock and supplies in consumers' hands are small.

----≺ PITTSBURGH >=

Sales Manager Young of the Kendall Lumber Company reports an excellent inquiry and says that prices are firm. The great trouble is to get enough cars to take care of the shipments from the mills. J. L. Kendall has been in Baltimore and other eastern points this week.

The Johnston-Davies Lumber Company, which has been doing a very nice business the past few years in hardwood stocks for mining and manufacturing concerns, has dissolved partnership. W. D. Davies retired from the firm and P. H. Johnston will continue the business under the firm name of the Johnston-Davies Lumber Company, with offices at 1806 Benedum-Trees building.

- G. C. Adams, sales manager of the Duquesne Lumber Company, is making splendid headway in eastern markets since he established the Philadelphia branch office of that concern. Eastern trade has been especially good the past month in both manufacturing and yard orders.
- J. N. Woollett, president of the Aberdeen Lumber Company, says his concern has 500 cars of dry gum and cottonwood ready for shipment, but that they cannot get one-third enough cars to move the lumber out of the Southwest. The prospective demand for hardwoods this winter is excellent, according to J. N., and he anticipates very firm prices right along.
- C. V. McCreight of the Ricks-McCreight Lumber Company says there is a fairly good volume of business. The company is cautious about taking orders for delivery on lines where cars are known to be short.

The E. H. Shreiner Lumber Company reports a very good demand for good hardwoods. Mr. Shreiner is well stocked up on lumber that will satisfy consumers, especially as to quality.

The Adelman Lumber Company has been getting a splendid winter's trade the last few months. Its September sales in all lines were very encouraging and Mr. Adelman anticipates a good trade right along this fall.

The Tionesta Lumber Company, which has mills in northern Pennsylvania, and which was organized under a Pennsylvania charter lately, has located in the First National bank building in this city, where it will do a general wholesale lumber business.

The Frampton-Foster Lumber Company is as busy as ever with its railroad and industrial trade. Its specialty is white oak and its sales the past few months have been mighty encouraging in this line.

-----≺ BOSTON ≻=

The mill and yard property of N. P. Gifford at Salem, Mass., which escaped the great conflagration in that city two years ago, was damaged to the extent of \$30,000 on October 3. A fortunate turn of the wind and assistance from nearby cities prevented the spread of the fire to the whole plant and nearby buildings.

Frank L. Wilder, head of Wilder, Walker & Davis of Sterling, Mass., died recently at his home in that town.

The Interstate Commerce Commission has indefinitely postponed the hearing set for October 5 at Boston and the increase of rates to this territory which were included in the docket remain ineffective until after the matter is again set for hearing.

The Great Northern Tidewater Lumber Company has been incorporated at Waterbury, Conn., and a new corporation under the style of J. C. Prenney Company has been organized to succeed to the business heretofore conducted at Chelsea, Mass., by J. C. Prenney.

───≺ BALTIMORE >=

J. McD. Price, secretary of the National Lumber Exporters' Association, with headquarters here, is quite ill with bronchial pneumonia, and his physicians express the opinion that he will not be out for some weeks. For a time after being taken ill Mr. Price endeavored to look after the details of his office and keep track of the correspondence, but he proved unequal to this task. His condition is not regarded as alarming, and there is every expectation that he will pull through in good shape.

Dwight Hartlove, who was practically manager of the wholesale hardwood firm of Price & Heald, for several years prior to the death of the surviving partner, J. M. D. Heald, and who has since been liquidating the assets of the firm, has arranged to continue the business as a firm under the old name. He contemplated forming a corporation, but for the present this will not be done. He expects to retain the yard at Locust Point, which the firm occupied for a long time.

The state of the ocean carrier trade is indicated by the fact that the bark John S. Emery has been chartered to load 920,000 feet of lumber at Boston for Buenos Aires, Argentina, at the rate of \$25 per 1,000 feet.

The committee appointed by Mayor Preston of Baltimore to revise the building code has completed its report, and the latter has been turned over to City Solicitor Field for incorporation in an ordinance, which the City Council is expected to enact into law. The committee included City Engineer Henrick, chairman; Joseph Evans Sperry, an architect; Henry Adams, Layton F. Smith and William F. Chew, builders, and several others. The changes are said to be in the direction of bringing the code up-to-date and benefiting not only the builders but also the investors in improved real estate. Until the ordinance is laid before the council the changes will not be made public.

Profound regret was expressed among lumbermen here over the death at

Philadelphia of Robert C. Lippincott. The deceased, as president of the National Wholesale Lumber Dealers' Association and in the course of business, had come into personal contact with a number of the Baltimoreans, and all learned to place a high valuation upon him as a citizen and business

While no definite decision has yet been arrived at it is practically certain that the next annual meeting of the National Lumber Exporters' Association will be held at New Orleans in January. The great majority of the members seem to favor that city, and the committee which has charge of the matter will be guided by this sentiment.

----≺ COLUMBUS >-----

John Class, president of the Canton Saw Company, Canton, Ohio, died September 22. Mr. Class was well known throughout the lumber industry and has a large number of friends.

H. H. Giesy, of H. H. Giesy & Bros., Lancaster and Columbus, Ohio, is on a business trip to New Orleans.

William M. Ritter and James L. Hamill offered to give \$25,000 to the Scioto Country Club for the purpose of paying off the floating indebtedness if the members of the club would raise \$15,000 by December 1. The club officials accepted the offer and at once started a movement hoping to obtain the money in record time.

James W. Lee of Blanchester, Ohio, sawmill operator, filed a voluntary petition in bankruptcy in United States district court, scheduling liabilities at \$3,060,60 and assets at \$2,911.39, of which, he says, \$1,000 is exempt.

The Maumee Valley Manufacturing Company of Hicksville, Ohio, has been sold out to Charles H. Goller. The capital stock of the concern is \$100,000.

H. S. Gaines, chief executive officer of the Ohio Builders' Supply Association which recently opened offices in Columbus, has been busy organizing local associations to be affiliated with the state organization. The local organizations are for the purpose of exchanging credit information and to study better methods of exchanging credit information and to study better methods of accounting.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods both from factories and retailers. All grades are moving uniformly and prospects for the future are good. Prices are firm and every change is towards higher levels.

J. A. Ford of the Imperial Lumber Company reports a good demand for hardwoods with prices ruling firm.

The United States Handle Export Company of Piqua, Ohio, has been incorporated with a capital of \$5,000, to do an export lumber business. The incorporators are H. Lee Bassett, W. F. Bassett, A. Kahn, Wm. Cook Rogers and Chas, H. Barnett.

------≺ CINCINNATI >-----

United States District Court Judge Hollister last week issued an order reinstating the motion of James S. Hopkins, to quash service, in the matter of the United States for the benefit of the Leet Lumber Company against Meredith Harman, contractor, who failed sometime ago while engaged in building a government building up state. The motion previously was stricken from the files.

An inventory and appraisement of the assets of the McFall-Heyser Lumber Company, filed in common pleas court here last week, values them at a total of \$169,049. Receiver N. J. Utter reported receipts from August 25, 1916, to date, amounting to \$4,750.34 and disbursements of the same amount. The receiver also turned over to the National Bond and Investment Company \$22,919 on accounts aggregating \$61,632.77.

News of a new coal concern, involving large coal, land and timber interests, has just been received here. The Fidelity Coal Mining Company, with a capital stock of \$30,000 has just been organized and now is operating at Exodus, Ky. It has under lease 1,000 acres of coal land, said also to contain valuable timber rights. The organizers are J. E. Butler, R. L. Stearns, K. W. Dyas, S. C. Trent and R. W. Henderson. The coal will be handled through Mr. Dyas of the Stearns Coal and Lumber Company.

The lumber firm of Lee & Fooshee of Sparta, Tenn., recently made application in the United States court here for the release of a carload of lumber in the yards of the Riemeier Lumber Company, recently adjudged bankrupt. The Lee & Fooshee concern claims that the Riemeier brothers refused to accept the lumber and pay the freight because of their insolvency, but to save demurrage charges the lumber was unloaded and stored in the bankrupt firm's yards. An endeavor was made to intercept the car of lumber and have it delivered to the Hay Lumber Company, in Cincinnati, the Sparta concern asserts, but its telegrams to that effect were not received until after the lumber had been unloaded. The Lee & Fooshee company offers to pay the freight and expense of unloading the lumber and asks the court to direct that the lumber be returned it.

Referee in Bankruptcy H. H. Haines, of Hamilton, Ohio, last week filed his final record closing the case of Charles E. Cates of Hamilton, bankrupt contractor and builder. The liabilities were \$10,326 and assets realized totaled \$5.860. There was nothing for unsecured creditors, whose claims amounted to \$3,715.

The Ohio Pattern Works, Cincinnati, recently filed an intervening petition in the involuntary bankruptcy proceedings of the Woods Lumber Company and others against the Riemeier Brothers Lumber Company, setting up a claim to 20,000 feet of lumber in the yards of the Riemeier company. The intervenants say they purchased the lumber from the Riemeiers June 8, 1916, giving in payment a note payable October 9, 1916. They declare they are ready to pay the note upon delivery to them of the lumber, which now is held by the trustee in bankruptcy.

Considerable local interest has been manifested, chiefly among transcontinental shippers and dealers in fir, in the rate case recently brought by the West Coast Lumbermen's Association against practically every trans-continental carrier of forest products of the Pacific Northwest to eastern markets. Withdrawal of joint through rates, which have been enjoyed for years until October, 1915, and the alleged discriminatory rates substituted therefor were the grounds for complaint.

The Toledo Bending Company has announced a decrease in capital stock of from \$52,000 to \$45,000.

Referee in Bankruptcy Greve recently ordered A. J. Shaw, trustee in bankruptcy of L. S. and F. W. Fridman, New Richmond, O., merchants, bankers and lumbermen, to sell at public auction the real estate of the bankrupts consisting of approximately ten parcels located in Clermont county. The failure of the Richmond First National Bank and the Fridman created a big stir in banking and lumber circles in this section some time ago.

For a time last Thursday night flames crept dangerously near three huge tanks of creosote in the yards of the Compressed Wood Block Company, located on Spring Grove avenue, but after a hard fight the firemen succeeded in driving the flames back, thus saving the entire plant from probable destruction. The fire started from spontaneous combustion in a pile of wood blocks. The loss was about \$1.000, confined to piles of wood blocks.

—≺ TOLEDO ≻—

The total building operations for the month of September in Toledo amounted to \$676,836, which is a little less than for the same period of time a year ago, making the first month in the entire year in which the building operations were less than during the same period the preceding year.

Manager F. D. Anderson of the Skinner Bending Company is at Atlantic City this week, attending a convention. Trade is reported good with this concern and the factory is operating at full time and capacity.

During the past week Toledo suffered from a lumber fire which involves a loss of from \$50,000 to \$100,000. The C. A. Mauk Lumber Company's entire plant was destroyed by a fire which broke out at midnight Sunday. Very little of the stock was saved. The Mauk company controlled the shingle supply in Toledo and complications of various kinds will follow. The lumber yard of the Gendron Wheel Company had a narrow escape at the same time, but was saved. Other lumber yards in the vicinity escaped damage.

The property of the Findlay Carriage Company will be sold October 28, under a court order. The factory was destroyed several weeks ago by fire, with a loss of \$55.000, covered by \$23,000 insurance. The company was in the hands of a receiver at the time.

The Booth Bumper Company reports plenty of orders and the plant is working at full capacity to provide a supply for the demand.

=< INDIANAPOLIS ≻=

The Hoosier Veneer Company of Indianapolis announced last week that it is building a new three-story warehouse at its plant which will be used for storing veneers. The company is very busy and is working at capacity. The warehouse is to be constructed of wood and will be 50x100 feet.

The factory of the Pioneer Box Company of Crawfordsville, Ind., was destroyed by fire recently with a loss of \$50,000, which was practically covered by insurance. The fire originated in the company's office and had gained great headway before it was discovered by the night watchman. Edward E. Ames, president of the company, as yet has not announced plans for rebuilding the plant. The company owns another factory in East St. Louis.

The baseball bat factory owned by Harry Sheller at Portland, Ind., which was destroyed by fire recently is to be rebuilt in the near future. The Portland Commercial Club has volunteered to give Mr. Sheller financial assistance in rebuilding the factory.

The White Wood Products Company, Martinsville, Ind., has been incorporated with a capitalization of \$50,000 to manufacture furniture. The directors are George W. White, Harlan B. White and Herbert C. White.

The Roberts & Conner Company, veneer manufacturer of New Albany, Ind., has changed its name to the Roberts Veneer Company.

S. Karpen & Bros., manufacturers of chairs at Michigan City, Ind., has just announced plans for enlarging its posting department, and that the number of employes will be increased materially. The company expects to move its posting department from Chicago to its Michigan City plant and estimates that the number of employes will be increased by at least 100 men.

E. L. Furness, eighty-four years old, a well-known lumberman and retailer at Michigan City, Ind., died October 16 after a short illness. He

had been ill only a short time and enjoyed remarkably good health, considering his age, until a few days before his death. He was born in Portland, Me., in 1832, and moved to Michigan City in 1856, where he engaged in the lumber business, the firm name being Morgan, Furness & Co. The firm was dissolved in 1862, but Mr. Furness continued the business. He had extensive farming interests in northern Indiana, his farms being comprised of about 3,000 acres. He is survived by six children.

EVANSVILLE

The marriage of Miss Helen Lant, daughter of Mr. and Mrs. W. H. Lant, and Elmer D. Luhring occurred October 17. Immediately after the ceremony Mr. and Mrs. Luhring departed for an extended bridal trip through the East. Mr. Luhring is secretary of the Woldin-Luhring Lumber Company and also a stockholder in the West Side Lumber Company, which was recently incorporated.

The Tell City Desk Company at Tell City, Ind., is building an addition to its plant.

J. C. Greer of the J. C. Greer Lumber Company, who recently returned from a business trip, reports the demand for staves better than for some time. He says the company's stave mills in Tennessee and Mississippi are being operated on full time.

The next meeting of the Evansville Lumbermen's Club will take place on the second Tuesday night in November, at which time the various standing committees will report.

The Indiana Board and Filler Company, Vincennes, Ind., has announced an increase in wages and shorter hours for its employes. The mill has been working two shifts of twelve hours each, but under the new schedule the men will work in eight-hour shifts and be paid the same wages. In the filler department the men will work ten hours, but will obtain a substantial increase in wages. The decrease in working hours and the increase in wages means about \$27,000 to the men each year.

George O. Worland, manager of the Evansville Veneer Company, reports trade coming along all right and says the large plant here is being operated on full time. This has been a splendid season for the veneer manufacturers and Mr. Worland says he sees nothing on the trade horizon of a discouraging nature.

Clark P. White, well-known lumber manufacturer of this city, has returned from a business trip to Hopkinsville, Ky. Mr. White reports that many of the large industries in the southern states are having a hard time to get colored labor, due to the fact that during the past few months a great many negroes have been brought from the South into northern states to do railroad construction work and other work.

Bud Scaggs of the Helfrich Lumber and Manufacturing Company has returned from a trip up Green river in western Kentucky. Mr. Scaggs has been with this company most of his life and it is said he has purchased more logs along the rivers in western Kentucky than any other living man.

===**≺** MEMPHIS **>**=

Lumber interests here are very much pleased with the fact that the railroads are placing orders for cars on a so much larger scale than for several years past. The railroads used to be among the largest consumers of lumber, but for several years they have bought very sparingly, and the lack of activity on their part has been a source of much disappointment to lumbermen. It is stated in advices received here from Chicago that orders have recently been placed by some of the larger systems calling for approximately 10,000,000 feet of hardwood and yellow pine. The railroads are enjoying greater prosperity now than for a long while and are doing better business than for years. They have allowed their equipment to become somewhat run down and they have likewise failed to add new equipment on anything like a normal scale. As a result of these conditions and of the very large volume of traffic they are being called on to handle, it is anticipated there will be a continuance of good buying on the part of the railroads in the near future. It will likewise be necessary to do a great deal of reconstruction work and it is regarded as probable that impetus will be given to the building of new lines, and, if this surmise proves correct, a new source of demand may be opened up for hardwood timbers and lumber.

There is considerable discussion here in regard to the establishment of river terminals, and the Business Men's Club is planning to have all the other organizations here meet to discuss ways and means for the establishment of these. Committees were some time ago appointed by the Lumbermen's Club of Memphis and other organizations to go into this subject and when the joint meeting of all these bodies is held it is likely that enough data will have been gathered to enable them to make substantial progress. Just now it seems probable that terminals will be established under control of the city government if indeed they are not actually owned thereby. There has been a very large increase in the amount of riverhandled traffic and the need for increased terminals here is growing greatly every day. Lumbermen are taking quite an interest in this subject because it frequently happens that they are able during periods of car shortage to make use of the river and the lack of adequate terminals has been a handicap to them which they would like to see removed.

Box manufacturers here report a good demand for their output and they are working at full capacity every day. They have orders enough in sight to justify the belief that present activity will continue indefinitely and

preparations are being made accordingly. The excellence of the demand is resulting in very great firmness in prices and is leaving sellers in quite an independent position. They are able to choose orders they wish to fill and are not forced to take business which is offered at prices that are not attractive. Box interests have enjoyed a period of very great activity during the past year or more, but it is only within the past few months that prices have been high enough to afford anything like a fair return on the money invested. There is a scarcity of cottonwood and gum in the lower grades and this is an added source of strength to the market for wooden containers, the greater proportion of which are made from the material in question.

E. E. Smith, principal of the Central High School here, has called upon John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, and somewhat surprised the latter with the statement that two school buildings in Richmond are finished in gum. In addition to giving him this information Mr. Smith also told him several qualities which red gum possessed which very greatly favored it as a material for interior trim in Mr. Pritchard never overlooks an opportunity to boost school structures. gum and he immediately asked Mr. Smith to supply him with cuts of the two buildings, as well as with the name of the architect. He also requested that Mr. Smith, in a communication to him, give a brief statement of the superior qualities possessed by gum for this particular purpose and told him that this information would be published in the various literature which is being circulated by the organization in its efforts to build up new outlets for this material. Mr. Smith has agreed to comply with this request and it is possible that through this plan gum may be made quite popular as a material for finishing school structures in the United States.

The car shortage appears to have become even more acute during the past fortnight than heretofore and is seriously affecting the movement of both logs and lumber. At a conference of representative lumbermen held here October 20 to discuss conditions it was pointed out that on twenty-five of the leading southern roads over which they ship it is impossible to secure more than forty per cent of the cars needed for filling orders for hardwoods and yellow pine and it was decided that the seriousness of the shortage justified an appeal to the Newlands Congressional Committee and to the Interstate Commerce Commission. It is hoped to secure some relief in this way and lumber organizations throughout the country are to be asked to co-operate to this end.

Shippers here are able to secure a fair quota of their requirements, but those at outside points are very seriously hampered in handling their business for the reason that they cannot get anywhere near the number of cars requisitioned. Woodworking enterprises of all kinds are suffering from the car shortage and, as cotton is moving freely and as general traffic is so heavy as to overtax the roads, the outlook, from a transportation stand-

point, is considered quite disconcerting.

Some days ago the outlook brightened somewhat with respect to the supply of flat cars available for handling log shipments, but now there is such a shortage of this sort of equipment that a serious curtailment of hardwood output is threatened. A number of mills in Memphis have already been forced to close down, while others have such a limited supply of logs on hand that they are on the eve of suspending operations. Outside mills are experiencing more difficulty in securing logs than those at Memphis and many of them are forced to run intermittently if able to operate at all.

Officials of the Valley Log Loading Company report that they are not able to secure more than fifty per cent of their requirements in the way of

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cars for handling logs and that they are therefore forced to reduce their operations to that basis. A short time ago they were getting about seventyfive per cent of the cars required, which would indicate that conditions have grown worse during the past fortnight. One of the active officers of this company said today there was no prospect of an early change for the better and that many of the mills for which it loaded logs were finding it necessary to close down.

Officials of the Southern Logging Association held a conference here some days ago with railroad men and objected to the plan of using five-foot stakes on flat cars. The railroad men, however, suggested that an increase in log loading of twenty-five per cent could be effected without the use of these stakes and this plan is now being tried out. It remains to be seen, however, what can be accomplished, and meantime mills are suffering for lack of logs to an unusual degree.

——< NASHVILLE >=——

Building operations in Nashville continue on a large scale. During September 550 permits were issued for buildings and improvements to cost \$405,000, compared with 89 permits and \$84,286 for the same month last year. Building operations have been large in Nashville since the first of the year, exceeding the record of any other city in the South.

The Volunteer Stave Company, Kingston Springs, Tenn., with authorized capital stock of \$2,500, has been incorporated by J. E. Nesbitt and others.

The Tennessee Handle Company, Bolivar, Tenn., with authorized capital stock of \$5,000, has been incorporated by E. C. French and others, and will manufacture and sell wood products.

F. M. Hamilton, a veteran lumberman of Nashville, died, aged seventy-five years. Mr. Hamilton was well known to the lumber interests of this section. and was said to be the oldest man in the business in Nashville. He organized the Indiana Lumber Company of this city, and was its president for a number of years. He later organized the Hamilton Lumber Company, having associated with him his son, James Hamilton, and this company is still doing business. He leaves a widow, one son and one daughter,

Lumbermen of Nashville are interested in a meeting to be held in Memphis. called by the Southern Hardwood Traffic Association to consider the transportation situation. Several representatives will be present. The lumber interests claim that they are being discriminated against in the matter of cars during the present shortage, and methods will be considered of securing relief. There has been talk of taking the matter to the Interstate Commerce Commission. John W. McClure of Memphis is president of the Southern Hardwood Traffic Association, and issued the call for the meeting,

---≺ LOUISVILLE >----

The wedding of Miss Nina Harlan Bingham, daughter of Mr. and Mrs. Harry Bingham, to Mr. Preston Pope Joyes of the W. P. Brown & Sons Lumber Company was solemnized at the home of the bride on October 11. Mr. and Mrs. Joyes are spending a honeymoon in the South. The Louisville Hardwood Club presented the young couple with a fine Persian rug.

W. R. Willett, head of the W. R. Willett Lumber Company, returned recently from a trip to St. Louis and Mississippi. While in the home of the Browns and Cardinals he was a member of the Louisville Country Club golf team, which made a trip on Friday, October 6, to that city to play off a match. Later he visited the mills in Mississippi, where he heard little else than car shortage.

The Lebanon Lumber Company, Lebanon, Ky., has reorganized under the title of the Lebanon Hardwood Flooring Company

The woodworking plant of the Hilton Collins Company, singletree manufacturer of Louisville, was slightly damaged a few days ago when sparks from a passing train burned the roof from the engine and boiler

Work has been started on the new woodworking plant of R. H. Humphrey of Corydon, Ind., and DePauw, Ind., who is erecting a new plant at New Albany, Ind. The two plants now operated at Corydon and DePauw, manufacturing vehicle and automobile woodstock, will be consolidated in the new building.

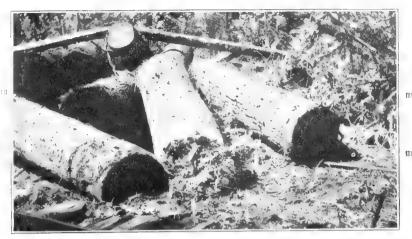
Through the efforts of R. R. May, manager of the Louisville branch of the Southern Hardwood Traffic Association, and secretary of the Louisville Hardwood Club, assisted by J. V. Norman, a local attorney, proposed rate advances on logs from points north of Jackson, Miss., and Memphis, Tenn., over the C. M. & G. and I. C. roads have been suspended until February 9, a hearing to be made previous to that time as to the reasonableness of the increases. A hearing of the New Albany Box & Basket Company, New Albany, transferred from St. Louis, to Louisville, for hearing on October 9, was cancelled, as the decision in the above case will cover the contentions of the box company.

Three million feet of mahogany lumber will be sawed by the C. C. Mengel & Brother Company, when two cargoes of logs from Axim, West Africa, arrive in Louisville. The company is shipping in its own bottoms to Pensacola, Fla., where the logs will be transferred to flats and brought to Louisville.

The Green River Lumber & Tie Company, Greenville, Ky., has been incorporated with a capital of \$15,000 by D. M. Roll, W. E. Drake and H. L. Drake, all of Greenville. The company is preparing to cut a large timber boundary on property of the Greenville Coal Company.

Recent visitors to the Louisville market included Max Spicker of

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Veneers

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CHARLES AND THE STREET OF THE CHARLES AND THE STREET, THE CHARLES AND THE STREET, THE CHARLES AND THE STREET,

Logs awaiting shipment by rail, thence by sea to our mill and yards in Long Island City. Such logs as these produce a high percentage of upper grades and the texture is excellent.

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the New York house of Calfisch, Spicker & Allen, mahogany experts; F. E. Risley of the Norwood Sash & Door Manufacturing Company, Cincinnati, who was on his way to the southern pine mills; Oscar Babcock of the Babcock Lumber Company, Pittsburgh, en route to Memphis and Nashville, and Elmer S. Anderson of the Export & Domestic Hardwood Company, Beaver street, New York.

Out of a total of 2,650 claims presented before the Workmen's Compensation Board, since the law went into effect on August 2, but one contest case has been heard before the board, and this case was disallowed, the claimant not being able to show that the cause of his injury happened after August 1. At the October meeting the board approved of sixty-five claims, making a total of 150 that have been settled. The Magoffin Stave Company of Salversville, Ky., and the Belle Point Lumber Company were authorized to carry their own insurance.

The Quartermaster's Depot, at Jeffersonville, Ind., has opened bids recently for several large lots of lumber, bids having been opened on October 19 for 200,000 feet of seasoned cottonwood, for use by the depot. The bids have been forwarded to Washington, and contracts will shortly be awarded. Several big contracts were placed a few weeks ago by the depot.

X. D. Basler, Inter-Southern building, Louisville, recently filed a notice in the Jefferson county court affirming ownership of the Basler Tie & Lumber Company.

What is said to be one of the largest poplar logs ever seen in Indiana was that which recently passed through Greensburg, Ind., en route to Indianapolis, where it was shown in the Centennial parade. The log was forty-eight feet long, forty-eight inches in diameter at the butt. and thirty-four inches at the top. Four horses were required to pull it, and it was valued at \$250. The log was cut in Ripley county.

The Crescent Lumber Company, Danville, Ky., is erecting a new brick planing mill, which it expects to be ready to start up inside of a few weeks.

=< ST. LOUIS >=

During the nine months from January 1 to September 30, the total declared value of buildings for which permits have been taken out in St. Louis amounted to \$11,277,704. This shows an increase of 28 per cent over the corresponding three-fourths of last year. The total of the nine months last year was \$8,802,782, showing an increase during the nine months this year of \$2,474,922.

A change was made recently in the personnel of the Walsh-Griffith Tie

and Lumber Company. This company has its general offices in the Title Guaranty building. The change consists in the retirement of George C. Griffith, who for many years has been engaged in the tie and lumber business. Mr. Griffith formerly resided at Bald Knob, Ark., where he conducted extensive operations. After coming to St. Louis he was connected with the Bagnell Timber Company and afterwards with the Walsh-Griffith Tie and Lumber Company. His retirement is made from the company for the purpose of curtailing his business activities. The company will continue in business under the name of the Walsh Tie and Lumber Company.

Γ. R. Walsh, president of the company, also has been actively identified with the tie and lumber business in St. Louis for many years. Under Mr. Walsh's management the company has established an extensive organization in the tie producing territory of Missouri and Arkansas and will continue, as heretofore, to furnish ties and lumber to various railroads in large quantities.

=-< ARKANSAS >=

Spice Brothers, who own a hoop factory at Pocahontas, Ark., have recently closed a contract with the Chapman-Dewey Lumber Company of Jonesboro for a site for their plant which will be removed to that place. The work on the new buildings will be begun at once. The new plant will employ about fifty men, and will consume principally gum timber in its manufacture process.

Ford Yancey of Ridgeway, Mo., has closed a deal for all of the timber on a 1,600-acre tract lying a few miles east of Mena, Ark., and owned by Dr. M. R. Regan of Eureka Springs. Mr. Yancey and his associates expect to install a mill on the tract to work up the hardwood timber into axe handles. The pine timber will be sold to local mills.

A new hub factory is being erected at Mountain View, Ark., and it is expected that it will be finished and ready to begin operations in a short time. Timber for its use is now being stacked on the yards.

=≺ WISCONSIN **>**=

The box factory and contents of A. Schwartz & Son, 183-189 Barclay street. Milwaukee, was destroyed by fire on October 15. The loss exceeds \$10,000, and is covered by insurance.

The Dumphy Boat Works, Eau Claire, have been granted permission to erect a frame manufacturing building on Water street. Operations will begin at once.

The American Seating Company has leased a three-story building which it owns at Racine, Wis., to the Johnson-Field Manufacturing Company, whose plant was destroyed by fire recently.

Our Standard

The wear of Good Lumber.

The forten years we have been turning out high-grade Hardwoods at our present location, and thruout those ten years we have been studying constantly to improve our products.

The aresult we have established a real STANDARD OF QUALITY.

When our customers speak of GOOD lumber they say "Like Liberty Lumber."

The is good lumber. Smoothly sawn—plump, even thickness—good widths—good lengths—and FLAT.

Good to look at, a pleasure to work—that is "LIBERTY" lumber.

SEE OUR LIST OF DRY LUMBER IN "HARDWOODS FOR SALE" DEPT. PAGES 41-45, AND ASK FOR PRICES

LIBERTY HARDWOOD LUMBER COMPANY MAKERS OF GOOD LUMBER COMPANY MAKERS OF GOOD LUMBER Big Creek, Tex. Our Standard

The We are makers of Good Lumber.

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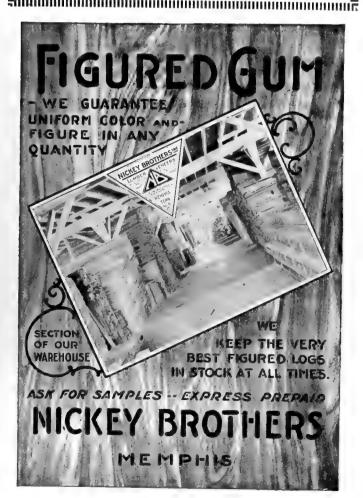
The It IS good lumber. Smoothly sawn—plump, even thickness—good widths—good lengths—and FLAT.

Good to look at, a pleasure to work—that is "LIBERTY" lumber.

SEE OUR LIST OF DRY LUMBER IN "HARDWOODS FOR SALE" DEPT."

PAGES 44-45, AND ASK FOR PRICES

LIBERTY HARDWOOD LUMBER COMPANY MAKERS OF GOOD LUMBER COMPANY MAKERS OF GOOD LUMBER Big Creek, Tex.



The Leart on Campbell Lumber Company of Ladysmith, Wis., is erecting a large camp on the Russells landing on the Chippewa River.

The Sawyer & Austin Lumber Company, which formerly operated at La Crosse, Wis., has filed notice of dissolution in Wisconsin. The articles were signed by J. H. Ma(Millan and J. B. Taylor, Minneapolis, Minn. The concern is doing most of its business at Pine Bluff, Ark., in which state it will reincorporate

The Park Falls Lumber Company, which is erecting a big mill at Park Falls, Wis., has awarded contracts for the construction of thirty cottages, to be finished by June 1, 1917, and which will be occupied by employes,

The Vetters Manufacturing Company of Stevens Point, Wis., which recently purchased the plants of the J. W. Clifford Lumber Company at that place, as noted, has started repair and alteration work on the buildings acquired. The mill will probably not be operated until spring.

Nelson Hull of Morris, Wis., has purchased the mill site of the Eland Traffic Company at Eland, Wis., and will remove his mill to that location.

The Maxson Lumber Company, 221 Grand avenue, Milwaukee, Wis., has filed an amendment to its articles of incorporation increasing the capital stock from \$50,000 to \$65,000. The amendment is signed by E. H. Maxson and Goorge M. Maxson.

The Eagle River Lumber Company at Eagle River, Wis.. has completed construction work on new lumber sheds in the mill yard. The sheds have a capacity to house all the finished lumber turned out by the mill.

Alfons Geldmeyer, of Norway, Mich., has purchased twenty forties of timberland in Marinette county, Wisconsin, and will start a logging camp at once to operate through the winter. The N. Luddington Company of Marinette, Wis., former owners, logged the pine timber. The hardwood and cedar was left and will be logged by the new owner.

Work will be started soon on the construction of an additional story to the plant of the Milwaukee Chair Company at 3022 Center street, Milwaukee, Wis. The present building is two stories, 60 by 160 feet. The improvements will cost \$10,000.

The Northwestern Lumber Company has started the erection of a new building for the use of its land department at Stanley, Wis. The building will be thoroughly modern, providing offices for the department on the main floor and offices for lease on the second story.

The Rice Lake Lumber Company of Rice Lake, Wis., is building new camps near Draper. This will permit an earlier start of the hardwood cut at the big mill in Rice Lake, which usually starts sawing the new cut about January 1.

The Rickhoff Box and Lumber Company, Central and Harper avenues, Superior, Wis., started operations last week. The concern, which is capitalized at \$15,000, will manufacture all kinds of wooden packing boxes for the wholesale trade. Four to five cars of boxes per week will be the initial capacity. Arthur E. Rieckhoff is manager.

The Upham Manufacturing Company of Marshfield, Wis., is planning to make an unusually beavy cut this winter and will begin operations early. New camps have been built in the woods near Ogema, the roads laid out for the winter's work and preparations made for active operations.

The J. S. Stearns Lumber Company of Ashland, Wis., has closed the mill at Odanah for a period of four weeks, during which time the annual repair and overhauling work will be done. Operations will then be resumed. A cut of from fifty to sixty million feet will be made. The concern expects to employ about 500 men in its various camps throughout the winter.

The Kellogg Lumber Company has shut down its mill at Antigo, Wis., having completed its cut and the longest run in its history. The logging operations have already commenced at several of the company's camps. Logs will be hauled by train this year instead of steam hauler, and operations at the mill will be started about the same time as last year. A camp has been opened northeast of Polar. The Wolf River Lumber Company has opened a camp near Monico, where it operated last season.

About 300,000 feet of lumber belonging to Charles Kahler of Forest township, near Hillsboro, Wis., were destroyed by fire recently. The loss is said to have been covered by insurance.

The John Hieb Manufacturing Company has been organized at Merrill, Wis., by John A. Hieb, superintendent at Anson, Gilkey & Hurd Company. The plant vacated by the Northern Woods Products Company, at Merrill, has been purchased and the site leased. Twenty-five men will be employed in the manufacture of boxes. Individual electric motors will be used to operate the machinery, already purchased,

The J. S. Stearns Lumber Company has closed its big sawmill at Washburn, Wis., after a very successful sawing season. The small cut in the woods last season curtailed operations to some extent, as did the labor shortage.

The Kieckhefer Box Company of Milwaukee, Wis., has declared a wage dividend of five per cent for all employes who have been with the firm for one year or more. From 150 to 200 employes will benefit through this plan, which was inaugurated because of the prosperous condition of the box industry. The wage dividend will be made an annual affair if conditions remain prosperous, it is announced,

Arthur M. Alden, head of the Alden Brothers Manufacturing Company, woodworkers, at North Milwaukee, Wis., has filed a voluntary petition in bankruptcy in the federal court at Milwaukee. Liabilities are \$1,511 and assets \$3.881, with \$2,200 claimed exempt.

Office executives and shop foremen of the Falls Motors Corporation, Sheboygan Falls, Wis., makers of motors and woodworking machinery, have organized to promote business efficiency and social welfare. Thirty members recently enjoyed a dinner-meeting. F. M. Lindsay is head of the association. The officials of the concern are honorary members.

Blum Brothers, manufacturers of cheese boxes at Marshfield, Wis., have added a new department for the production of butter tubs and boxes. Machinery has been installed and operations will commence at once in a portion of the factory now occupied.

Crews are already at work building logging camps and railroads for the New Dells Lumber Company and operations at the mill at Eau Claire, Wis., have commenced. The mill was closed down for a short time for overhauling, but the planing mill has been operated right through. The sawmill will be operated at capacity for the next year.

Contracts have been awarded for the construction of a modern factory building by John H. Kaiser & Son at Eau Claire, Wis. The factory is to be 80 by 150 feet in size and one story high, equipped with machinery for the manufacture of boxes and crating. The new plant will be operated indedendently of the Kaiser Lumber Company, it is said.

The sawmill and lumber yard of the Hackley-Phelps-Bonnell Company at Phelps, Wis., were destroyed by fire recently at a loss of several hundred thousand dollars. The fire is supposed to have been caused by sparks from an engine. Insurance of \$200,000 was carried, and the loss is total. Fourteen million feet of lumber were destroyed. Logging operations are being continued, although nothing definite has been announced regarding the rebuilding of the big plant.

Mrs. Leuise Kieckhefer, widow of William J. Kieckhefer, founder of the Kieckhefer Box Company of Milwaukee, Wis., and a daughter of John Schroeder, founder of the John Schroeder Lumber Company, also of this city, died at her home in Milwaukee last week. Surviving are five sons and two daughters.

Adam L. Heimbough, who was engaged in the lumber business during his active years and considered one of the best posted lumbermen in northern Wisconsin, died very suddenly while on a Sunday motor trip with members of his family. He was seventy-nine years of age, and made his home at Eau Claire, Wis.

The Gurney Refrigerator Company of Fond du Lac. Wis., has inaugurated a group insurance plan for its employes, who have been with the firm for one year or more. A life insurance policy for \$500 has been presented to each employe, which provides payment to his family in the event of death or permanent disability.

A default judgment has been ordered in the municipal court at Oshkosh, Wis., for the plaintiff in the case of R. E. Behnke of that city against the Hardwood Lumber Company of St. Louis, Mo. The action was brought to recover expenditures incurred and for labor by reason of an alleged breach of contract in the sale of a carload of hardwood lumber which was refused because it did not come up to contract requirements.

The mammoth sawmill of the Fountain-Campbell Lumber Company at Ladysmith, Wis., is now enclosed and under roof. Plans are being made to commence operations by the first of the year. The main building is 140 by 32 feet in size, two stories high. The power house 32 by 69 feet, of fire-proof construction. A dynamo of 150 horsepower and Corliss engine of 300 horsepower are provided. A machine and blacksmith shop, 28 by 60 feet, and a barn, 30 by 70 feet, have also been constructed. Work of installing the machinery and power equipment is well under way. The buildings are located on an elevation on the banks of the Flambeau river and make an impressive sight. A fine office building has been erected on the edge of the cliff, commanding an excellent view for a long distance in each direction. The office is modernly equipped and has heat and light supplied from the mill.

The Hardwood Market

=< CHICAGO >=

Chicago, like many other large centers, is just beginning to realize that the presidential election is imminent and is trying to convince itself that it ought to become discreetly disturbed. At least, one hears a note of conventional caution occasionally, and as a matter of fact it is likely that the presidential fight is bearing down on the situation just slightly. However, there is nothing to indicate that it would possibly effect a break in prices, as even though a fair number of buyers should decide to hesitate, it is still impossible to get enough lumber to go round. But to offset the convictions of those who are convinced that we should follow precedents, is the much more aggressive attitude of the majority of the trade which does not recognize any reason for a disturbance of the present active situation.

The facts are that as much lumber as can be secured is being taken up rapidly, and the continued tendency is toward firmer values. Some of the northern woods are gaining at the expense of southern competitors on account of the greater scarcity of cars at southern shipping points. But this situation is not likely to continue for any length of time.

Chicago on the whole is continuing to show growing strength and no one is sincerely of the opinion that there can be anything but very good times ahead.

=≺ BUFFALO >=

The hardwood demand is generally said to be fully as good as a month ago. A little hesitation is said to be due to the uncertainty of the coming election, but the matter is not causing nearly the concern of some presi-

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	,11,		c ontipint	SILL
ELM	5/4 No. 3		50	,000′
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BIRCH	44 No. 1 & E	Better	200.	,000
			250	,000"
	4/4 No. 3			,000'
		etter		.000
		etter	90	,000
MAPLE		1.100.		,000"
	8/4 Good		000'	
	4/4 No. 3		000'	
	5/4 No. 3	350,	000'	
	5/4 Step Plank 6/4 Step Plan		000'	
	4/4 No. 2 & B		,	
	Maple	60.	000'	
BAL, OF GIL	4/4 No. 3 & B	etter 20,	000'	
Ideal				
Hardwood		-		
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MANUFACTURERS

Hardwood Lumber, Rotary Cut Veneers, Rotary Cut Gum Faces, Cross Banding and Cores. dential years. The main talk at the yards nowadays is of shortage of labor and scarcity of cars. Men are hard to find, even at good wages, and cars show a tightening tendency, though the situation here does not compare with the tension at the mills.

Ash and maple are among the woods which are most in the demand, though plain oak is also called for in fair quantity. Maple is showing as much strength as any wood, but the general tone of the market is firm. It could not be much otherwise considering the difficulty now being experienced in getting lumber from the mills. Most of the cars now coming in are crippled, but the yards regard it as good fortune to get lumber at all in any sort of season. Delays are frequent and vexatious, even though expected.

────≺ PITTSBURGH ≻

Business continues good and fairly satisfactory in all ways except as to cars. The car shortage is getting more acute every day. It is felt worse in hardwood circles on the Southwestern lines which deliver gum and cottonwood to this territory. Shipments of these woods are away behind orders. Hardwood mills in tri-state territory are working right along but cannot get one-half the supply of cars they need to ship out their lumber. Trade with the railroads and manufacturing concerns keeps up well. There is also a good inquiry from the yards, considering the season. Prices are firm and demand looks as if it would keep up pretty firm all winter.

=≺ BOSTON **>**=

Practiculy every plant in New England is running to capacity, and the demand for hardwoods is correspondingly active. Certain changes in cabinet construction processes as well as in popularity of woods have resulted in decreased demand for some varieties for furniture. This effect is increasingly noticeable as to quartered and plain oak. For other hardwoods there is a steady call. Although there is not much purchasing for future reserve, current needs are sufficient to produce a well sustained trade and to hold values on a firm level. There are many offering stock, but all prices quoted are up to or above market and there is a marked absence of large accumulations. Brown ash, maple and birch are not in good supply, and red gum, while quite plentifully offered, continues in a more extensive use by the industries in this territory.

=≺ BALTIMORE **>**=

The hardwood men are not enthusiastic over prevailing market conditions. Practically all of them report that the business has eased off to an appreciable extent, the demand, for some reason, having sagged. The explanation nearest at hand is that the partial raising of the freight embargo by the railroads resulted in large quantities of stocks, that had been out on the road for a long time, reaching the buyers, and so augmenting their supplies that they naturally hesitate to place further orders. It is also pointed out that the uncertainties of the foreign situation suggest caution. But the check upon the movement has not attained proportions sufficiently large to affect values, which remain about where they were. Here and there it is also stated that the inquiry for one kind of lumber or another shows considerable activity. The market, on the whole, is rather uneven, with one wood being called for with considerable freedom, while another develops little strength. At the same time the fact remains that the manufacturers of furniture, among other consumers, are busier than they have been for some time, with other woodworking establishments also running full time or working after hours to take care of the orders offered.

In some cities the builders call for hardwoods quite freely; there is no room for serious complaint, even if the market seems to show weak spots. The exports, of course, are still reduced to nominal proportions, the various checks that have prevailed continuing in effect; but the slack in this direction has been taken care of fairly well by liberal requirements in the domestic trade.

The movement in No. 1 common oak is quite large, this being the grade chiefly used by the furniture makers, and much chestnut is finding takers for use as cores in veneered stocks. Ash shares with spruce in the demand from abroad for aeroplane construction, and the lower grades of poplar are being sought by the box makers and other users with some freedom. In the opinion of members of the trade, the present check upon orders is merely temporary, and may be expected to yield to activity as soon as the holders of hardwoods can ascertain just how they stand. The fact that the mills have no extensive accumulations may also be expected to stimulate the demand.

=**≺** COLUMBUS **>**=

Strength has developed in the hardwood trade in Columbus and central Ohio territory. Demand is increasing both from factories and yardmen and the general tone of the trade is satisfactory. Lumbermen generally believe that the remainder of the fall will be active as general prosperity in all industrial lines prevails.

Retail stocks are not large, neither is there any effort to increase them. Dealers are still following the policy of buying only for the present. Building operations are rather brisk for the fall season and consequently there is a large consumption of many hardwood items. The car shortage is interfering with shipments and delays are now

the rule. Mill stocks are not large in any section. Car stocks are in good demand and railroads are buying liberally.

Prices are generally well maintained at previous levels and in some instances advances have been recorded. There is no cutting of prices at this time to force trade. Dealers are inclined to want profits and are not anxious for volume. Collections are generally good, as money is easy. Quartered and plain oak is in good demand. Poplar is moving fairly well and prices rule firm in all grades. Chestnut is in good demand. Basswood is firm and ash is quiet. Other hardwoods are unchanged.

=≺ CINCINNATI ≻=

Were it not for the curtailment of the shipping movement, the hardwood situation in this district would be encouraging. Orders are plentiful and inquiries are developing in much greater volume than a few weeks ago, but there are numerous cases of big orders going begging because the shipper finds it practically impossible to obtain sufficient cars in which to move the lumber. In some instances, stocks on hand are getting pretty well thinned out and many are rather badly assorted. The car shortage seems most serious in the southern producing centers. Southern pine, however, seems more affected in this respect than the southern hardwoods. As a result of the aggravating situation south of the Mason and Dixon line, the northern hardwoods are becoming more popular in this market. The increase in the demand for birch has been especially noticeable and good prices are being realized. Birch is a real feature of the market and might be termed the leading seller, although the oaks are beginning to regain much of their lost prestige. Recent inquiries from railroads are greater than for many months and presage a fall lumber boom, according to well posted lumbermen here, who predict that the hardwoods will benefit especially on account of the unusually large requirements of the carriers.

While the call for red birch leads the northern list and features the market, the renewed demand for red gum is one of the most encouraging features of the southern woods. Gum and birch probably are moving in greater volume and orders are more frequent for these two woods than any others in the hardwood list. While the general tone of the local market is fair, there is room for considerable improvement, which is confidently expected by even the conservative lumbermen, they basing their predictions upon the unprecedented railroad inquiry and the natural slowing up in all business, to a more or less marked degree, just before a national election. Whatever the outcome November 7, lumbermen expect to benefit by a greatly increased call.

While unfinished oak lumber is moving better than a while back, there has been something of a slackening in the call for interior trim and from some quarters there is complaint that the furniture manufacturers are slowing up in their consumption of oak. Birch is getting considerable of this trade, while the gum manufacturers report a good demand from the furniture manufacturers. This has caused a slight retrograde movement in the oak price list. Firsts and seconds, inch stock ash and thicker, are moving in larger volume and better prices are realized. The call for ash is more lively than had been experienced for some time. Sap gum seems to have lost considerable of its popularity and prices are similarly depressed, some very evident losses being noted during the last couple weeks.

The box manufacturers continue to buy liberally of the lower grades and prices are held up pretty firm, although there is some discontent reported over the low-grade business. The box concerns seem to constitute practically the entire market for this lumber.

An increase in price has had the effect of curtailing the movement in cypress to some extent, but new business has been materializing to a sufficient extent to aggregate a satisfactory movement, the gain in price off-setting what has been lost in volume of orders. Stocks are in good shape and well assorted. Considerable accumulation is reported at the producing centers, but this is attributed to the fact that the mills are very short on labor and cars more than to a slowing up in the call.

Building operations are progressing very satisfactorily and indicate a healthy growth throughout the fall months. Shingles and lath are scarce, both showing a gain in price.

==≺ TOLEDO >=

Prices on hardwoods are better and the demand is better, but, as one prominent hardwood manufacturer puts it, "with labor scarce, wages higher and less work done, the whole situation becomes muddled up." Labor is extremely scarce and there is considerable unrest in the situation with a tendency toward securing more wages and putting in less The general demand for hardwoods is better and this is in a measure attributed by local dealers to the fact that railroads are in the market for considerable new equipment. Furniture factories are in the market for considerable hardwoods and the demand from this source would be much heavier if it were not for the labor scarcity which is greatly felt in this line. Vehicle factories are in the market for good Elm, plain oak, and ash are in good demand, and there is a large call for maple which is being used as a substitute for high priced white ash by automobile factories. The car shortage is affecting the southern and west coast shipments to a noticeable degree. The general situation would show a generally improved tone if it were not for the peculiar minor considerations which are having some effect on the market with a tendency toward holding down the wings a little, which otherwise might soar rapidly and high. Hardwood men are optimistic and believe that the future is bright.

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=≺ CLEVELAND >=

All descriptions of hardwoods show improvement as the fall business season advances. Interior trim is being rushed before frost and snow set in, and calls upon all dealers and yards naturally are more frequent and of larger volume. Oak still continues the best seller for all purposes. Birch is the next best seller and cypress third. Ash and maple, while not so active as the first three materials mentioned, show marked improvement over the demand of a few weeks ago. Poplar does not move very actively except with the box trade.

This increased demand has made for a much firmer market, and while holders have been slow to make a change in prices, such a move is not unlikely under present conditions. As a matter of fact, in some quarters both oak and maple flooring have advanced, the change affecting No. 1 maple and No. 1 oak common. The increase brings prices up to \$2 more than those named thirty days ago. Cypress, while not actually higher, is much firmer and is sparingly offered because of the difficulty experienced here in loading. Reports coming into the local trade, and confirmed by members who have been in the South recently, show that the car situation in that section is the most acute in the history of the hardwood trade.

=≺ INDIANAPOLIS **>**=

The demand for hardwoods for building purposes and at consuming plants is excellent and predictions for the future indicate that if anything the demand will be improved. Despite the lateness of the building season, contractors are unusually busy and much new work is being started daily. The building operations for every week show substantial gains over the corresponding periods of the last two years.

Vencer and furniture manufacturing plants are having a heavy run on American walnut at the present time. The vencer manufacturers report that large orders are being filled and that there is an abundance of future business in sight. Practically every vencer plant in Indiana has been working at capacity since early in the summer, and several plants have been enlarged. Many of the vencer manufacturers predict that mahogany will be in greater demand after the first of the year. They say this prediction is based on the number of inquiries they have received from consumers. Mahogany logs are exceedingly scarce on account of car shortage and general shipping troubles that have resulted from the European war.

Oak is not in such heavy demand as it has been, and it is reported by the lumber trade that the demand for oak has fallen off on account of the general substitution of red gum for interior woodwork. The demand for oak from furniture manufacturers is slightly below normal.

Vehicle manufacturing plants throughout Indiana are using large quantities of hickory, the same being true of farm implement manufacturers. The volume of business with the buggy manufacturers has not fallen off so much as expected. Many of these companies report a substantial increase in business despite the more common use of motor cars.

Prices remain steady, although car shortage conditions probably will result in advantages if relief is not found in transportation circles.

Business with the hardwood lumber manufacturers of Evansville and southern Indiana continues good. Prices are holding up well and there is no indication that there will be a reduction in prices soon. up-town mills are being operated on full time. The demand for quartered white oak is not so strong as it was a month or two ago, while plain oak is in good demand. Poplar is moving briskly; elm is picking up right along and gum is getting stronger every day. The furniture manufacturers have been buying a good deal of gum all season and this has kept the demand for this grade of lumber up. Hickory is in normal demand and quite a lot of this lumber is being used by handle and carriage manufacturers. Walnut continues to drag, as it has for some time past. The river mills report some inquiries for quartered Taken as a whole, the situation is very encouraging and manufacturers express the belief that business will remain good the balance of the year. Collections are good. Logs continue to come in briskly. The quality is fairly good and the prices are rather high.

The various wood consuming factories are being operated steadily. The furniture plants have been operated on steady time all this year and trade has been much better than it was during last year. Desk and table manufacturers report a good trade. Reports from the South and Southwest are encouraging and indications are that plow, wagon and carriage manufacturers will have a good fall and winter trade. The retail lumber trade is very good. The sash and door men report a better business than they enjoyed last season, while yellow pine dealers say business with them is very satisfactory. Building operations are fairly active. Contractors say there is enough work in sight to keep them busy the balance of the season.

=**≺** MEMPHIS **>**=

The hardwood market continues quite firm. Demand is good and sellers occupy a quite independent position. Stocks are not large even now, and they threaten to become further reduced through the enforced curtailment of output resulting from the shortage of cars for handling logs to the mills. Shipments are being delayed by the car shortage and the volume of business is necessarily very greatly restricted. However, the demand is so good that a large business is pending against the time when the railroads will be



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CABLE ADDRESS-"LAMB"

Codes Used-Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

Stock Lis	t for O	ctober,	1916						
3 8 F, A, S, Qtd, White Oak, 6" & up	1 2	3 8	3 4	4 4	5 4	$\frac{6}{3,000}$	8 4	10 4	12,4
F. A. S. Qtd. White Oak, 6" to 9"	93.000	41,000	81,000	120,000		3,000			
F. A. S. Qtd. White Oak, 10" & up	58,000	19,000	33,000	63,000	1.500		9,000		
F. A. S. Qtd. White Oak, 12" & up		20,000			3,000				
Common & Better Qtd. White Oak, 50 & 50%		90,000							
No. 1 Com. Qtd. White Oak, 4" & up	94,000	74,000	31.000	28,000	36,000	1.500	3,000		
No. 2 Com. Qtd. White Oak, 3" & up	4,000	14,000	7.000	117,000	2,000				
Clear Qtd. White Oak Strips, 2" to 3½"				24,000					
Clear Qtd. White Oak Strips, 4" to 41/2"				22,000					
No. 1 Com. Qtd. White Oak Strips, 2½" to 5½"				18,000					
No. 1 Com. & Bet. Qtd. W. O. St., 40 & 60%, 2½" to 5½"		11/1/11	6,000		* * * * * * * *				
F. A. S. Plain White Oak	0.4.000	83,000	1.22.11.1	200,000	4,000				
No. 1 Com. Plain White Oak	21,000		18,000	250,000	15,000	2,000	38,000		
No. 2 Com. Plain White Oak	4.000		2,000	150,000		4,000	1 000		
F. A. S. Plain Red Oak	4,000		3.000		20,000	3,000	$\frac{1,000}{1,500}$		
No. 2 Com. Plain Red Oak.		8.000	2,000	150,000		9,000			
OAK CORE STOCK.				200,000	26,000	5,000			
F. A. S. Red Gum	400,000	18.000	124,000	~00,000					
No. 1 Com. Red Gum	85,000	10,000	43,000		72,000	2,000		1,000	
No. 1 Com. & Bet. Qtd. Red Gum, 60 & 40%	00,000		40,000			7,000			
F. A. S. Figured Red Gum				24,000					
No. 1 Com. Figured Red Gum				41,000					
F. A. S. Sap Gum, 6" & up							5,000		3,500
F. A. S. Sap Gum, 13" & up				47,000					
F. A. S. Sap Gum, 18" & up				10,000					
No. 1 Com. Sap Gum, 4" & up		28,000	41,000		35.000	4,000			3,500
Vo. 2 Com. Sap Gum, 3" & up	3,000	50,000	14,000	100.000	23,000	15,000			
to. 3 Com. Sap Gum.				30,000	36,000	6,000			
lear Sap Gum Strips, 234"-514" (stained)				32,000					
No. 1 Com. & Bet. Ash, 50 & 50%				44,000					
No. 3 Com. & Bet. Ash				26,000					
og Run Elm, 30-50-20%				93,000					
2 A S Sycomore				$12,000 \\ 8.000$					
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Attorney in Fact KANSAS CITY, MO. able to purnish sufficient equipment. This latter fact appeals to owners of lumber and they prefer to await this development rather than dispose of lumber freely under present conditions. Oak is moving in fair volume at full prices for both the higher and lower grades, but gum continues the real leader of the hardwood list in point of strength and activity. Offerings are readily absorbed and the situation is regarded as most wholesome. Ash sells well and there is an unusually active demand for hickory, which is scarce and very firm. The remaining items show no particular change from a fortnight ago.

=< NASHVILLE >===

Trai sportation has been the most important matter to the hardwood lumber interests. The shortuge of cars has continued to interfere with the movement of lumber seriously. The general tone of the market is good. Building operations in Nashville and other cities in the South have been active, resulting in a good demand in this department, and numerous other lines are in need of lumber, but unable to secure deliveries with any promptness. There is a fair demand for the general list of hardwoods, and prices have shown but little change. The shortage of cars is interfering with movement of logs, as well as the outbound movement of lumber. Lumbermen report better outlook for the future, and are hopeful of obtaining relief.

=≺ LOUISVILLE >=

A general improvement in the hardwood business has been noted all along the line, according to leading operators of Louisville, who state that the items which were moving sluggishly are now going well, and that prices are generally strong and the market active. With the exception of the car situation everything is staged right for a recordbreaking movement of hardwoods from this market. The demand is good in all manufacturing lines, and gum, ash, elm, cottonwood and cypress are moving freely. Gum is especially active and is feeling the effects of a speculative demand from buyers who are stocking with a view toward higher prices and a heavy demand from Europe with the close of the war. Cottonwood is very scarce and hard to obtain, while poplar is showing an improvement in both demand and price. Plain oak is in better demand than for some time past, and quartered white oak is also becoming active. Interior finish is showing greater activity due to an improved building movement this fall, and automobile, furniture and musical instrument manufacturers are placing orders. Car builders and fixture manufacturers have been in the market for some stock, and every branch of the trade is showing activity. Walnut and mahogany are good bets, mahogany experiencing a good

-----≺ ST. LOUIS ≻=

An improvement in hardwood conditions is reported. There is an increased demand for all kinds and grades and orders are coming from all sources of consumption. The car shortage is still handleapping shipments, particularly those from the smaller mills. Then, too, the scarcity of labor is affecting the business. There continues to be a good demand for gum, particularly for all thicknesses of FAS stock. Oak is showing a steady improvement. There is a good movement reported in all grades of poplar. Ash is having a satisfactory sale. Requests are coming in quite freely for thick stock. There is also a fair demand for cottonwood. Cypress is in pretty free demand. Many of the orders are coming to this distributing point because shipments cannot be obtained from the mills. There is quite a scarcity of thick cypress reported at the local yards. Prices on all items both of hardwood and cypress remain firm and are easily maintained.

==≺ MILWAUKEE ≻=

Business in the Milwaukee market is fair in volume and a continued improvement is noted. Building operations, which took a decided drop during September from the figures of a year ago, have again resumed activity and are far in excess of those during October, 1915. Because of this increase there has been a bigger demand for all descriptions of hardwoods. While there have been no material changes in prices, there is every indication of an advance, while for the present quotations are firm and cannot be shaded. There is a large amount of business that must materialize soon, and buyers are gradually falling in line after waiting and holding off buying expecting a drop.

The railroad transportation facilities at the present time are in very poor shape and the situation is becoming worse. The Northwestern and the Milwaukee railroads are unable to furnish box cars demanded by shippers. Reports from this and cities throughout the state say that considerable construction work is being delayed by the non-arrival of building materials. The railroads are offering no hope to manufacturers and shippers and predict that the situation will grow worse. Coal, grain and other merchandise is being delayed and some manufacturers are reported to be fighting to secure cars to deliver coal to their plants to keep their fires burning.

The coming winter promises to be a banner year in timber cutting. Lumber companies are getting starts on logging operations in the northern part of the state. In many cases sawmills were closed earlier than usual this year because the demand was not anticipated last fall and woods operations were not so extensive as usual. However, with the present tone of the market the season's cut promises to be large, provided the labor situation does not hold back operations.

Advertisers' Directory

NORTHERN HARDWOODS.	Lamb-Fish Lumber Company 7-		Horner, William 15
Atlantic Lumber Co., Buffalo 50 Attley, J. M., & Co	Paepcke Leicht Lumber Co 7 Probst Lumber Company 7-52	Co	Kerry & Hanson Flooring Co 49
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HARDWOODS FOR SALE

LUMBER **ASH**

NO. 1 C. & BTR., 6-4", about 75% FAS, 25%, No. 1 C. BLISS-COOK OAK COMPANY, Blissville, Ark.

NO. 2 C. 12 4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y. FAS, NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4".

H. H. HITT LUMBER CO., Decatur, Ala. FAS 64"; LOG RUN, black 4/4". HOFF-MAN BROS. COMPANY. Fort Wayne, Ind. FAS 6/4" to 12/4" reg. wdth., 8 to 16', 4 mos. dry; NO. 1 C. 5/4" to 16-4", reg. wdth. & 1gth., 4 mos. dry; NO. 2 C. 4/4", reg. wdth. & 1gth., 4 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

NO. 1 & 2 C. 4/4", standard wdth, and 1gth., 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

Tenn.

NO. 1 & 2 C. 4/4", reg. wdth. and lgth.,
18 mos. dry. PHILIP A. RYAN LBR. CO.,
Lufkin, Tex.

COM. & BTR. 8/4", reg. wdth. and lgth.,
8

OUTH TEYAS LIMBER CO.

M. & BTR. 8/4", reg. wdth. and lgth., 8 dry. SOUTH TEXAS LUMBER CO., on, Tex.

COM. & J. ...
mos. dry. SOUTH TEXAS Ed.
Houston, Tex.
COM. & BTR. 4'4", ran. wdth and lgth., 21
mos. dry. J. V. STIMSON, Huntingburg, Ind.
NO. 1 C. 5/8", reg. wdth. and lgth., bone
dry. SWAIN-ROACH LUMBER CO., Sey-

BASSWOOD

NO. 3 C. 4/4", reg. wdth. and lgth., 9 mos. ry. EAST JORDAN LUMBER CO., East

dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C. 4/4". 12 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
COM. & BTR. 5/4". HOFFMAN BROS.
COMPANY Fort Wayne, Ind.
NO. 2 C. & BTR., 4/4 & 5/4", 4" & up., 4 to 16', 10 mos. dry; NO. 1 & BTR., 4/4", 9%" & up., av. 12", 8 to 16', 60% 14 & 16', 10 mos. dry.
RICE LAKE LUMBER CO., Rice Lake, Wis.
LOG RUN 4/4". W. R. WILLETT LUMBER CO., Louisville, Ky.
NO. 3 C. 4/4". W. D. YOUNG & CO., Bay City, Mich. City, Mich.

BEECH

NO. 3 C. 4/4", reg. wdth. and lgth., 9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.
NO. 2 C. & BTR. 5/4 & 6/4"; NO. 3 C. 4/4".
W. D. YOUNG & CO., Bay City, Mich.

BIRCH

NO. 3 C. 4/4 & 5/4", reg. wdth. and lgth. 9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.
NO. 1 C. & BTR., red. 4/4 to 8/4", 5" & up, 6' & longer, 50% 14 & 16', 10 mos. dry; NO. 2 C. & BTR., unsel., 4/4 to 8/4", 4" & up, 4' & lgr., 35% 14 & 16', 10 mos. dry; 1 & 2 FACE STRIPS, 4/4", 4" & up, 6 & 8' 60% 8' lgths., 10 mos. dry; 1 & 2 FACE STRIPS, 4/4", 5" & up, 6 to 16', 10 mos. dry. RICE LAKE LUMBER CO., Rice Lake. Wis.
FAS. red. 4/4 to 8/4", 6" & up, standard

10 mos. dry. RICE LAKE LUMBER CO., RICE Lake. Wis. FAS, red, 4/4 to 8/4", 6" & up. standard lgth., 2 yrs. dry. FAS, white, 4/4 to 5/4", 6" & up. standard lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 & 5/4"; NO. 3 C. 4/4 & 5/4". W. D. YOUNG & CO., Bay City, Mich.

CHERRY

NO. 1 C. 4/4", good wdths, 50% 14 & 16' 2 yrs. dry. ATLANTIC LUMBER COMPANY, Buffalo, N. Y.

NO. 2 C. 4/4 to 8/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
FAS 5/8"; COM. & BTR. 4/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
FAS 4/4 to 8/4", 6" & up. standard 1gth., 2 yrs. dry; NO. 1 C. 4/4 to 8/4", 4" & up. standard 1gth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHESTNUT

FAS, 4/4", good wdth. 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo. N. Y. NO. 1 C. 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y. NO. 1 C. & BTR. 4/4", reg. wdth. and 1gth., bone dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.
NO. 3 C. & BTR. 4/4 & 5/4". SOUND WORMY 4/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

COTTONWOOD

FAS 4/4", reg. wdth. & lgth., 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

ALL grades, 44", reg. wdth. and lgth., 8 mos. dry, SOUTH TEXAS LUMBER CO., Houston, Tex.

CYPRESS

NO. 1 C. 8/4". BLISS-COOK OAK COM-PANY, Blissville. Ark.

ELM—SOFT

NO. 1 & BTR. 6/4", ran, wdth. and lgth., 40% FAS, 60% NO. 1 C., 9 mos. dry; NO. 2 & BTR. 4/4", ran, wdth. and lgth., 25% FAS, 50% NO. 1 C. bal. NO. 2, 9 mos. dry. FOSTER 1% NO. 1 C. bai. NO. 2, 9 mos. dry. FOSTER ROS., Tomahawk. Wis.
LOG RUN 8/4". W. R. WILLETT LUMBER O., Louisville, Ky.
NO. 2 C. & BTR. 4/4". W. D. YOUNG & O., Bay City, Mich.

ELM-ROCK

NO. 1 & BTR. 5/4", ran. wdth., all lgth., 30% FAS, 70% NO. 1 C. 1 yr. dry. FOSTER BROS., Tomahawk, Wis.

GUM-SAP

NO. 1 C. 5/4": NO. 2 C. 4, 4", both 1 yr. dry. GEO. D. GRIFFITH & CO., Chicago, lll. FAS & NO. 1 C. 4/4"; NO. 2 C. 5 4". H. H. HITT LUMBER CO., Decatur, Ala. NO. 1 C, 5/4", reg. wdth. & lgth., 10 mos. dry. LIBERTY HARDWOOD LUMBER CO.,

Big C.
ALL g. grades, 4/4", reg. wdth. and lgth., 8 ry._ SOUTH TEXAS LUMBER CO., Houston, Tex

GUM—PLAIN RED

FAS 4, 4", reg. wdth. and lgth., 6 mos. dry. NO. 1 C. 4/4", reg. wdth. and lgth., 5 mos. dry. PENROD, JURDEN & McCOWEN, Memphis,

FAS & NO. 1 C. 4,4", reg. wdth. and lgth., mos. dry. PHILIP A. RYAN LUMBER CO., 4 mos. dry. Lufkin, Tex

ALL grades 4/4", reg. wdth. and lgth., 8 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

GUM—TUPELO

FAS 4/4"; No. 1 C. & BTR., 5/4". H. H. HITT LUMBER CO., Decatur, Ill.

GUM—QUARTERED RED

COM. & BTR., 4/4", ran. wdth. & lgth., 8 to 12 mos. dry, sliced boards highly figured. LOUISVILLE VENEER MILLS, Louisville,

FAS 4/4", reg. wdth, and lgth., 6 mos. dry; FAS 5/4", reg. wdth, and lgth., 4 mos. dry; FAS 6/4", reg. wdth, and lgth., 5 mos. dry; NO. L. C. 4/4", reg. wdth, and lgth., 8 mos. dry; NO. 1 C. 6/4", reg. wdth, and lgth., 8 mos. dry; PENROD, JURDEN & McCOWEN, Memphis, Tenn.

Memphis, Tenn.
NO. 1 C. & BTR. 4/4", reg. wdth. and lgth.,
6 mos. dry; FAS & NO. 1 C., FIG. 4/4", reg.
wdth. and lgth., 6 mos. dry. STIMSON VENEER & LBR. CO., Memphis, Tenn.

HICKORY

NO. 1 C. 8/4", 4" & wdr., 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo,

. Y., NO. 1 C. 6/4", 1 yr. dry. G. ELIAS & BRO., VC., Buffalo, N. Y. LOG RUN 5/4". H. H. HITT LBR. CO.,

Decatur, Ala.

FAS & NO. 1 C. 4/4 to 8/4", 4" & up standard lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE-HARD

FAS & NO. 1 C. 4/4", good wdth.. 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y. NO. 1 C. 4/4 to 16/4", 4" & wdr., 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

N. Y.

NO. 1 C. & BTR. 4/4", 80% FAS; 7" up, reg. lgth., 6 mos. dry; NO. 3, 5/8", resawed from 5, 4", reg. wdth. and lgth., 1 yr. dry; NO. 3, 6/4", reg. wdth. and lgth., 9 mos. dry; NO. 3, 12/4", 6" & up. 10 to 16', 2 yrs. dry. EAST JORDAN LUMBER CO., East Jordan, Mich. FAS 3/8, 1/2 & 5/8". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

FAS 4/4 & 8/4", 8" & wider. W. D. YOUNG & CO., Bay City, Mich.

OAK-PLAIN RED

NO. 1 C. 4/4", 1 yr. dry. G. ELIAS & BRO., INC.. Buffalo, N. Y. NO. 1 C. 4/4". H. H. HITT LUMBER CO., Decatur, Ala. FAS 5 8", 5/4, 6/4 & 8/4", COM & BTR.

HOFFMAN BROS COMPANY, Fort

44". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
NO. 1 C. 54"; NO. 2 C. 44.5/4 & 6/4", both reg. wdth. and lgth. LAMB-FISH LUMBER LUMBER CO., Charleston, Miss.
FAS 4/4", reg. wdth. & lgth., 5 mos. dry; NO. 1 C., 4/4", 25% 10" & up, 65% 14 to 16', 5 mos. dry; NO. 2 C. 4/4", reg. wdth., 50% 14 to 16', 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.
FAS 5/8" standard wdth. and lgth., 9 mos. dry; FAS 3 4", standard wdth. and lgth., 9 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

Tenn.

ALL grades 4/4", reg, wdth. and lgth., 8 mos. dry SOUTH TEXAS LBR. CO., Houston, Tex. LOG RUN 4/4", reg. wdth. and lgth., bone dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS 4/4 to 8/4", 6" & up. standard lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, V

OAK—QUARTERED RED

FAS 4.4", standard wdth, and lgth., 1 yr. yr. NICKEY BROS., INC., Memphis, Tenn. NO. 1 C. & NO. 2 C., both 4 4", ran. wdth. nd lgth., 22 mos. dry. J. V. STIMSON,

and lgth., 22 mos. dry. J. V. STIMSON, Huntingsburg, Ind.
NO. 1 C., 5/4", reg. wdth. and lgth., 10 mos. dry; NO. 2 C., 4/4", reg. wdth. and lgth., 6 mos. dry. STIMSON VEN. & LBR. CO., Memphis,

OAK-PLAIN WHITE

NO. 1 C., \ 4 & 12 4", 4" & wdr., 2 yrs. dry, BLAKESLEE, PERRIN & DARLING, Buffalo,

BLAKESLEE, PERRIN & DARLING, BUITAIO, N. Y.
FAS, 4/4", 9" & wdr., bone dry. BLISS-COOK OAK CO., Blissville, Ark.
FAS & 8/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
FAS & NO. 1 C., both 4 4". H. H. HITT LBR. CO., Decatur, Ala.
FAS 3/8, 1/2 & 4/4", reg. wdth. and lgth.; NO. 1 C., 1/2, 3/4, 4/4, 5 4 & 8 4", reg. wdth. and lgth.; NO. 2 C., 4/4. LAMB-FISH LUM-BER CO., Charleston, Miss.
NO. 1 C., 4/4", 25% 10" and wdr., 60% 14-16' 5 mos. dry; NO. 2 C., 4/4" reg. wdth. 55% 14-16', 3 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.
FAS 4/4", reg. wdth. and lgth., 6 mos. dry; NO. 1 C., 4/4", reg. wdth. and lgth., 4 mos. dry. PENROD, JURDEN & MCCOWEN, Memphis, Tenn.
LOG RUN 8/4", av. wdth. & lgth., 10 mos.

Memphis, Tenn.
LOG RUN 8/4", av. wdth. & lgth., 10 mos.
dry. RICE LAKE LBR. CO., Rice Lake, Wis.
FAS 3/4", reg. wdth. and lgth., 2 yrs. dry;
FAS 4/4", reg. wdth. and lgth., 5 mos. dry;
FAS 5/4", reg. wdth. and lgth., 6 mos. dry.
PHILIP A. RYAN LUMBER CO., Lufkin, Tex.
ALL grades, 4/4", reg. wdth. and lgth., 8 mos. dry. ALL grades, 4/4", reg. wdth. and lgth., 8 los. dry. SOUTH TEXAS LUMBER CO.,

ouston, Tex. SOUND WORMY, 4/4", ran. wdth. and lgth., mos. dry. J. V. STIMSON, Huntingburg, SOUND 20 mos. di

Ind.

FAS 5/8", reg. wdth. and lgth., 1 yr. dry;
NO. 1 C., 4/4", reg. wdth. and lgth., 5 mos.
dry; NO. 2 C., 4/4", reg. wdth. and lgth., 5
mos. dry. STIMSON VEN. & LBR. CO., Memphis, Tenn.

FAS 4/4" to 6x6", 6" & up. standard lgth.,
2 yrs. dry. YEAGER LUMBER CO., Buffalo,

OAK—QUARTERED WHITE

FAS, NO 1 C., CLEAR STRIPS, & NO. 1 C. STRIPS, all 4/4". H. H. HITT LUMBER CO., Decatur, Ala.
FAS 4/4 to 8/4", CLEAR STRIPS 4/4".

FAS 4/4 to 8/4", CLEAR STRIPS 4/4". HOFFMAN BROS. COMPANY, Fort Wayne,

Ind.

FAS 3/8", reg. wdth, and lgth.; FAS 1/2, 5/8, 3/4 & 4/4", 6 to 9", reg. lgth.; FAS 1/2, 5/8, 3/4, 4/4 & 8/4", 10" & up, reg. lgth.; NO. 1 C., 3/8, 1/2, 5/8, 4/4, 5/4 & 8/4", reg. wdth. and lgth.; NO. 2 C., 3/8, 5/8 & 4/4", reg. wdth. and lgth.; CLEAR STRIPS, 4/4", 2—3½", 4—4½", both reg. lgth.; NO. 1 C. STRIPS, 4/4", 2½—5½", reg. lgth.; NO. 1 C. STRIPS, 4/4", 2%—5½", reg. lgth.; LAMB-FISH LUMBER

4½", both reg. lgth.; NO. 1 C. SIRIFS, 1/1, 2½—5½", reg. lgth. LAMB-FISH LUMBER CO., Charleston, Miss.

FAS 3/8 & 5/8", standard wdth. and lgth.; 1 yr. dry; NO. 1 C., 1/2", standard wdth. and lgth., 9 mos. dry; SELECT, 4/4", standard wdth. and lgth., 1 yr. dry; CLEAR STRIPS, 4/4", 2½—3½", standard lgth., 1 yr. dry; COM. & BTR. STRIPS, 3/4", standard wdth. and lgth., 1 yr. dry; CLEAR SAP STRIPS, 4/4", 2½—3½" and 4—4½", both standard lgth., 1 yr. dry; NO. 1 C. STRIPS, 4/4", 1½—2", standard lgth., 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS & NO. 2 C., 4/4", reg. wdth. and lgth., 6 mos. dry; NO. 1 C., 4/4", reg. wdth. and lgth., 6 mos. dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

HARDWOODS FOR SALE

NO. 1 C., 4 4", reg. wdth. and lgth., 6 mos. dry; FAS 6 4", reg. wdth. and lgth., 8 mos. dry; FAS STRIPS, 4/4", 3½—5½", reg. lgth., dry, FAS grade sap no defect. PHILIP A. RYAN LUMBER CO., Lufkm. Tex.

NO. 2 C., 4/4", ran. wdth. and lgth., 8 mos. dry; CLEAR STRIPS, 4/4", 3½, 4, 4½", ran. lgth., 20 mos. dry; CLEAR STRIPS, 4/4", 2½—3 and 2½—4½", both ran. lgth., 2 yrs. dry. J. V. STIMSON, Huntingburg. Ind. FAS 1/2 & 3/4", reg. wdth. and lgth., 1 yr. dry; NO. 1 C., 3/8 & 1.2", reg. wdth. and lgth., 1 yr. dry; NO. 1 C., & NO. 2 C., 4/4", reg. wdth. and lgth., 5 mos. dry. STIMSON VENEER & LBR. CO., Memphis. Tenn.

FAS 4/4", reg. wdth. and lgth., 6 mos. and over dry; NO. 2 C. & NO. 3 C., 4/4", reg. wdth. and lgth., bone dry. SWAIN-ROACH LUMBER CO., Seymour. Ind.

NO. 2 C. & BTR., 4/4 to 6/4"; COM. & CLEAR STRIPS, 4/4", 2½—5½". W. R. WILLETT LUMBER CO., Louisville, Ky.

OAK-MISCELLANEOUS

FAS & NO. 1 C., 4/4", good wdths., 50% 14 16', 2 yrs. dry. ATLANTIC LUMBER CO., uffalo. N. Y.

Buffalo, N. Y.
CROSSING PLANK, mixed oak, 12'4", 8" & up, 8' & up, 1 yr. dry. J. V. STIMSON, Huntingburg, Ind.
NO. 2 C. & BTR. plain red and white, 4/4 to 8/4". W. R. WILLETT LUMBER CO., Louisville, Ky.
NO. 3 C., 4/4". W. D. YOUNG & CO., Bay City, Mich.

POPLAR

NO. 1 C., 4/4", good wdth., 50% 14 & 16', 2
yrs. dry. ATLANTIC LUMBER CO., Buffalo,
N. Y.

yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

PANEL, 4/4", 18" & up. H. H. HITT LUMBER CO., Decatur, Ala.
FAS 5/8"; COM. & BTR., 4/4". HOFFMAN BROS. COMPANY. Fort Wayne, Ind.
COM & BTR., 5/8 to 4/4", ran. wdth. & lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.
FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL. 4/4", 50% 14 & 16' 8 mos. dry; SAP & SEL. 4/4", 12" & up, 50% 14 & 16' 8 mos. dry; NO. 1 C. 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry. NORMAN LUMBER CO., Louisville, Ky.
PANEL, 4/4", 18 to 36", reg. lgth., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.
NO. 3 C. & BTR., 5/8 to 16/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

SYCAMORE

LOG RUN, M. C. O., 4/4", reg. wdth., 50% 14 to 16', 6 mos. dry. LIBERTY HARDWOOD LBR. CO., Big Creek, Tex. NO. 1 & 2 C., QTD., 4/4", reg. wdth. and lgth., 2 to 3 mos. dry. SWAIN-ROACH LBR. CO., Seymour. Ind.

WALNUT

COM. & BTR., 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

LOG RUN, 5 4, 6 4 & 8 44", standard wdth. and lgth., bone dry. NICKEY BROS., INC., Memphis, Tenn.
FAS 4/4", reg. wdth. and lgth., 8 mos. dry; NO. 1 C. & NO. 2 C., 4/4", reg. wdth. and lgth., 10 mos. dry; NO. 2 C. & BTR., 5 4", reg. wdth. and lgth., 8 mos. dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.
FAS 4/4, 5/4 & 6/4"; NO. 1 C., 3 & 1 2, 5 8, 3/4 to 12/4"; LOG RUN in all thicknesses. PENROD WALNUT & VENEER CO., Kansas City. Mo.

City. Mo.

NO. 2 C., 4/4", ran. wdth. and lgth., 20 mos. dry. J. V. STIMSON, Huntingburg. Ind.

FAS, NO. 1 C. & NO. 2 C., 4/4" & heavier in all grades. PICKREL WALNUT CO., St. Louis, Mo.

FLOORING BIRCH

NO. 1, 13/16x2¼", matched. K HANSON FLG. CO., Grayling, Mich. KERRY &

MAPLE

NO. 1, 13/16x3¼", matched; NO. 1, $1\frac{1}{15}x^{21}\frac{1}{4}$ ", matched; PRIME, 13.16x4" and $1\frac{1}{15}x^{47}$, matched; PRIME, 13/16x3½", jointed; CLEAR, $1\frac{1}{15}x^{22}\frac{1}{4}$ ", matched. KERRY & HANSON FLG. Grayling, Mich.

DIMENSION LUMBER ASH

CLEAR, 2x2-30". 4 mos. dry. PROBST LUMBER COMPANY, Cincinnati, O. BEECH

CLEAR, 1x1—48". 4 mos. dry. PROBST LUMBER COMPANY, Cincinnati, O.

ELM

CLEAR, 2x2-30", 6 mos. dry. PROBST LUMBER COMPANY, Cincinnati, O.

GUM

CLEAR, 2x2-30", 3 mos. dry. PROBST LUMBER COMPANY, Cincinnati, O.

OAK

CLEAR 1 FACE, PL., 1x4" & up. 43 & 46" long, 6 mos. dry; CLEAR 1 FACE, QTD., WHITE, 1x4" & up. 22, 25, 31, 37, 49 & 55" long, 2 yrs. dry; NO. 1 C. & BTR., QTD., WHITE, 3x4/ & up. reg. lgth., 1 yr. dry. PROBST LUMBER COMPANY, Cincinnati, O.

WALNUT

CLEAR SQUARES, 2½x2½"—10 to 36"; PICKREL WALNUT CO., St. Louis, Mo.

VENEER—FACE GUM—RED

QTD., FIG'D., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK-PLAIN

RED and WHITE, sawed and sliced, all thicknesses. HOFFMAN BROTHERS CO., Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK-QUARTERED

ALL thicknesses, sliced and sawed. HOFF-MAN BROS. COMPANY, Fort Wayne, Ind. ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

ALL thicknesses, sliced and sawed. HOFF-MAN BROS. COMPANY, Fort Wayne, Ind. ANY thickness. LOUISVILLE VENEER. MILLS, Louisville, Ky.
ANYTHING in walnut veneers, pl. & fig., rty. and sliced. PICKREL WALNUT COMPANY, St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER. MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS & TOPS ASH

3 and 5 PLY. WISCONSIN SEATING COMPANY, New London, Wis.

QTD. FIG., any thickness. LOUISVILLE . VENEER MILLS, Louisville, Ky. MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky. PLAIN and FIGURED, 3 and 5 ply. WISCONSIN SEATING COMPANY, New London,

OAK

ANY thickness. LOUISVILLE VENEER.
MILLS, Louisville, Ky.
PLAIN RED and QTD. RED and WHITE,
a and 5 ply. WISCONSIN SEATING COMPANY, New London, Wis. PLAIN DE WISCONS 3 and 5 ply. WISCONS PANY, New London, Wis. WALNUT

ANY thickness LOUISVILLE VENEER MILLS, Louisville, Ky.
PLAIN and FIGURED, 3 and 5 ply. WISCONSIN SEATING COMPANY, New London,
Wis.

PLAIN and FIGURED veneers. PENROD WALNUT & VEN. CO., Kansas City, Mo.

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion......25c a line For two insertions...........40c a line For three insertions........55c a line . For four insertions............65c a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted,

Remittances to accompany the order. No extra charges for copies of paper containing ?

EMPLOYMENT WANTED

MANUFACTURERS-WHOLESALERS EMPLOYERS

when you want good Salesmen, write the Empire State Association of Lumber, Sash & Door Sales-men, J. H. RUMBOLD, Sec'y, North Tonawanda, N. Y.

MAHOGANY AND FANCY WOODS

Hardwood lumberman with a practical experience of 24 years, 14 years in Europe, in the American and African Mahogany, West and East Indian fancy hardwood, as well as American hardwood trade in Veneer, Lumber and Logs, desires position with import, export or manufacturing con-cern. Address, "Box 102," care Hardwood REPORD.

EMPLOYES WANTED

WANTED-WOOD WORKERS

STICKERS, PLANERS, ROUNDERS AND SHAPERS, AUTOMOBILE BODY WOODWORKERS IN THE WHITE. GOOD EXPERIENCED MEN. STEADY EMPLOYMENT AND GOOD WAGES. ADDRESS

THE TURNBULL WAGON COMPANY, P. O. BOX 304, DEFIANCE, OHIO.

A GENUINE OPPORTUNITY FOR HIGH-CLASS VENEER AND HARDWOOD SALESMEN

A rare opportunity is afforded strictly experienced veneer and hardwood salesmen thoroughly posted on eastern consuming trade, by one of the largest southern manufacturers of hardwood lumber and veneer, which company desires two men to work on a commission basis in exclusive territory-one for New York City territory and one for Buffalo and the East, exclusive of New York City territory. Address "Box 100," care HARD-WOOD RECORD.

WANTED-VENEER SALESMEN

Experienced in Mahogany and Walnut trade, by coming Chicago concern-one for Chicago and vicinity, and one for road. Can select own customers. Salary, or salary and commission. Good opportunity for right men.

Address "BOX 108," care HARDWOOD RECORD.

(Continued on Page 46.)

SALES ASSISTANT WANTED

Young man between 20 and 25 years old. Thoroughly competent stenographer and familiar with general office work in wholesale lumber. Splendid future for man of ability and initiation. Address, "Box 86," care Hardwood Record.

TIMBER LANDS FOR SALE

TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

TIMBER ESTIMATING

TIMBER ESTIMATING

THOS. J. McDONALD, Forest Engineer,

East Tennessee Bank Bldg., Knoxville, Tennessee.

TIMBER ESTIMATORS

Sanborn & Gearhart, Asheville, N. C.

HARDWOOD TIMBER ESTIMATOR NORTHERN, SOUTHERN AND TROPICAL TIMBER

D. E. Lauderburn, Forest Engineer, 158 Fifth Avenue, New York, N. Y.

LOGS WANTED

WE ARE IN THE MARKET

For 150 M feet Yellow Poplar logs and 250 M feet Red Gum logs. All to be surface clear veneer logs—20" and up in diameter, 16' long. Above to be shipped as required during the coming year. Quote price delivered. THE GORHAM BROTHERS CO., Mt. Pleasant, Mich.

WANTED-SIX TO EIGHT

Carloads of Rock Elm, sawn or hewn logs, 12—24" in diameter, 12—20 feet long, also 6" Rock Elm planks merchantable grade. In answering this advertisement quote lowest price and best delivery.

GEORGE KERSLEY,

224 St. James St., Montreal, Quebec.

WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, $12^{\prime\prime}$ and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

FOR SALE OR RENT

VENEER SAWING PLANT

Fully equipped and well located, consisting of 3 Smith-Meyer & Schnier Veneer Sawing Machines complete, with power and drying apparatus, etc.

ing apparatus, etc.
All in "A No. 1" condition and perfect working
order. In operation now. For price and particulars

Address "BOX 109," care HARDWOOD RECORD.

MACHINERY FOR SALE

FOR SALE

400 HORSEPOWER NORDBERG ENGINE Rocker Valve. Cut-off Governor. 22"x40".

Can now be seen in operation at our plant.

GRAND RAPIDS FURNITURE CO., Grand Rapids, Mich.

FOR SALE

Assortment good second-hand sawmill machincry—Band Mill, Carriage, Shotgun Feed, Hill Nigger, Edger, Automatic Trimmer, Slasher, Garland Refuse Conveyor, Log Conveyor, Kicker and Turner, Engines, Boilers, Hot Water Heater, Endless amount Shafting, Boxings, Clutches, Pulleys, Conveyor Chains. Splendid condition. Write us for price. GEO, T. HOUSTON & CO., 211 Railway Exchange Bldg., Chicago, Ill.

For sale complete woodworking machinery outfit for the manufacturing of stepladders, also complete machinery outfit for furniture manufacturing. Send for list. Address B. G. DEERICKS, 4059 St. Clair Ave., Cleveland, O.

SAWMILL FOR SALE

Complete circular sawmill, edger, cutoff saw, boiler and engine, belting, shafting, etc. Address THE WALNUT LUMBER CO., Indianapolis, Ind.

FLOUR MILL MACHINERY

Forty Bbl. roller process, in good condition, never run much. Will sell, or exchange for planing mill machinery.

D. C. SHIREY & SON, Youngstown, Pa.

MISCELLANEOUS

WANTED

To buy second-hand Kraetzer-Curing outfit, THE GORHAM BROTHERS CO., Mt. Pleasant, Mich.

Timberland Loans

Loans to lumbermen or timber owners negotiated with the precision of practice which results from 36 years experience.

Long or short terms. Amounts from \$50,000 up, as conditions warrant.



332 South Michigan Avenue, Chicago

WAGON STOCK WANTED

WANTED-SEVERAL CARS

4x5x6 feet No. 2 Hickory Axles. H. C. STONE LUMBER CO., Peoria, Ill.

LUMBER FOR SALE

BLACK WALNUT FOR SALE

Fo get in touch with manufacturers consuming large quantities of Black Walnut plank for gunstocks

Address "BOX 107," care HARDWOOD RECORD.

DIMENSION STOCK WANTED

WANTED-HICKORY DIMENSION

Stock in large quantities for both Wagon and Carriage woodwork. In quantities of 3 cars, mill inspection and spot cash less the usual discount.

Apply to J. A. BROWNE & CO.,

North Manchester, Indiana.

DIMENSION STOCK FOR SALE

FOR SALE

1 car 2x2-24, 36 & 48" clear Sap Gum Squares,

1 car 2x2-24, 36 & 48" clear Oak Squares. Can make prompt shipment and also cut other lengths. Write for delivered prices.

PROBST LUMBER CO., Cincinnati, O.

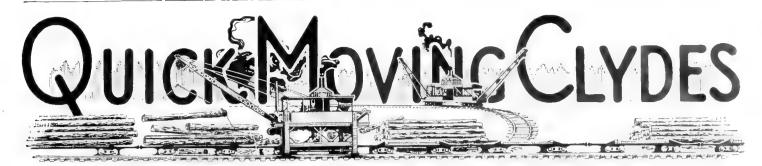
VENEERS FOR SALE

FOR SALE ROTARY CUT

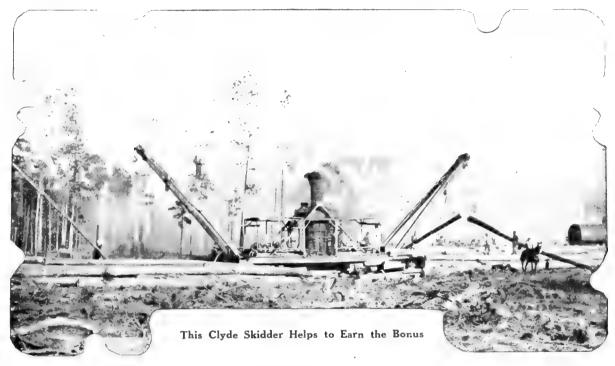
and kila-dried veneers in gum, pine, beech—box and furniture grade. F. A. CARRIER, 715 Finance Bldg., Kansas City, Mo.



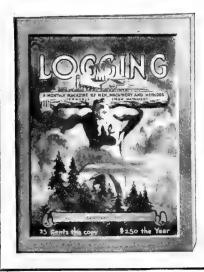




A BONUS-PLAN FOR SKIDDERMEN



is the subject of the leading article in LOGGING for September, '16. It has worked out well and is worth your consideration.



Send for a Sample Copy of this number of LOGGING and judge for yourself whether this or some similar bonus plan might be made applicable to your business.

CLYDE IRON WORKS

Manufacturers of Quick-Moving Clyde Logging Machinery DULUTH, MINNESOTA, U.S.A.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer. Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

Bent Work Cannot Be Properly

Produced by the Inexperien d

No other class of panel work demands such exact knowledge—it isn't merely a question of the WILL to do good work but of the EXPERIENCE behind the will.

OUR EXPERIENCE IN THIS LINE IS AS OLD AS OUR COMPANY

WISCONSIN SEATING COMPANY, New London, Wis.

A Prominent Veneer Man says:

I "I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory."

The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

¶ Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD,

CHICAGO, ILL.

NORTHERN MANUFACTURERS

We Have It

WINTER SAWN WISCONSIN HARDWOODS

4/4 to 8/4 Red Birch 4/4 to 8/4 Unselected 4/4 Log run Soft Elm 4/4 No. 3 Soft Elm

Birch 4/4 to 8/4 Plain Birch 4/4 to 6/4 Basswood

4/4 Log run Red Oak 4/4 Log run Hard Maple

Let us quote you prices

RICE LAKE LUMBER COMPANY

Yards and Mills, RICE LAKE, WISCONSIN

We have the following to offer at low prices, for immediate shipment:

2 cars 6'4" No. 1 Com-Btr. Soft Elm 2 cars 4 " No. 2 Com-Btr. Northern Michigan Soft Elm. 2 cars 5/4" No. 2 Com-Btr. Rock Elm.

WE ALSO HAVE A FINE ASSORTMENT OF GOOD BIRCH IN ALL THICKNESSES

FOSTER BROS.

WISCONSIN AND MICHIGAN HARDWOODS

Tomahawk, Wis.

"Chief Brand" Maple and Beech Flooring

in $\frac{3}{8}$, $\frac{5}{8}$ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US. WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

We are members of the Maple Flooring Manufacturers' Association

"IDEAL" Steel Burnished

Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock, and every precaution is taken throughout our ontire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber-All Kinds

Send Ws Your Inquiries

I. STEPHENSON CO., Trustees Wells, Michigan

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Iron Mountain, car shipments:

100	\mathbf{M}	ft5/4 No. 1 and 2 Common Maple
50	M	ft
50	M	ft4x8 Sound Maple Hearts
100	M	ft4/4 No. 1 and 2 Common Birch
50	M	ft
50	M	ft
22	\mathbf{M}	ft4/4 No. 3 Common Ash
100	M	ft 6 ft. Coal Door Lumber

We Can Ship at Once

80M 4/4 No. 3 Com. Basswood

20M 5/8 No. 3 Com. Maple 100M 4/4 No. 3 Com. Beech

45M 4/4 No. 3 Com. Birch 18M 5/4 No. 3 Com. Birch

ASK FOR PRICES ROUGH OR WORKED

Our fully equipped planing mill is always running.

JORDAN LUMBER

Manufacturers "IMPERIAL" Maple Flooring

EAST JORDAN, MICH.

SECURE BETTER PRICES

AT LESS SELLING COST BY REACH-ING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner

of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., Established

Se. Dearborn St. CHICAGO

Mention This Paper

55 John St. NEW YORK CITY

The second secon





The Foremost Hardwood Market of the East

Atlantic Lumber Company HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller

Hardwoods
of All Kinds

1142 Seneca St.

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.

1100 Seneca Street

Standard Hardwood Lumber Co.

OAK, ASH AND CHESTNUT

1075 Clinton Street

G. ELIAS & BRO.

HARDWOODS

White Pine, Yellow Pine, Spruce, Hemleck, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK 940 Elk Street Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

Buffalo Hardwood Lumber Co.

OUR SPECIALTY
Plain and Quartered Red
and White Oak and Ash

940 SENECA STREET

T. SULLIVAN & CO. Hardwoods

Ash and Elm NIAGARA—CORNER ARTHUR

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

AN OPEN LETTER TO THE TRADE:

Having assumed charge of the lumber and veneer interests of the Anderson-Tully Company of Memphis, Tenn., I desire to impress upon buyers the very real advantage to them of a properly organized selling service backed by an adequate and properly balanced supply. Such a combination makes it feasible to rely upon one organization for all needs in products coming from the territory in which that organization is active.

The Anderson-Tully Company embraces in its complement of five large modern sawmills a production that can not fail in adequacy of supply. The immense resources which support my selling organization automatically guarantee service. As to the personal element - if I have not in the past been entrusted with the execution of your orders I solicit in my new capacity the future privilege of serving your lumber and veneer needs.

As to our specialties of rotary cut gum core stock and crossbanding in all thicknesses, will you kindly refer to the inside front cover space of this issue which describes in greater detail our handling of that material?

Will you watch these two spaces for a serial, picture story of the methods necessary to insure to the customer the maximum of results in the operation of a large lumber and veneer institution?

Most sincerely yours,

General Offices

Anderson-Tully Company

MEMPHIS, TENN.

MILLS: Memphis, Tenn.; Madison, Ark.; Vicksburg, Miss.; Rayville, La.

CHICAGO OFFICE George B. Osgood Peoples Gas Bldg. GRAND RAPIDS, MICH., OFFICE Frank B. Lane Houseman Bldg.



Preparedness

We have mobilized for an emergency

It is well that consumers of lumber familiarize themselves with conditions for an emergency.

If So

When the crisis comes and you need dry, well manufactured lumber and need it badly, you are prepared, having familiarized yourselves with the quality and character of lumber produced by

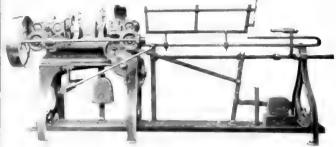
STIMSON MILLS

Broom Handle Machinery

The latest addition to our line of Broom Handle Machinery—the well known "WEST-COTT" Automatic Broom Handle Lathe. This Lathe has, for many years, stood at the front for the turning of broom handles. The quality and excellency of its product is unquestionably the best.

We are now in position to furnish an absolutely complete broom handle equipment, and, if required, design

Ask us for information about our Tumblers, Bolters, Splitters, Chucking and Boring Machines, and in fact anything you require in this line.



"Westcott" Automatic Broom Handle Lathe

Cadillac Machine Company

Cadillac, Mich.

Wanted to Buy

2 cars 1x4" & wdr. 43 & 46" long plain Red and White Oak, clear 1 face, 2 ends and 2 edges. To be cut from dry lumber, largely 43" lengths.

1 car Clear Dry Oak Squares. 15\s\x15\squares. 2\forall_2\chi2\chi=19" long.

1 car Clear Dry Oak. 11/8 x11/2—39" long.

1 car Clear Dry Oak. 11/8x15/8—391/2" long.

2 cars Clear White Oak. 11/8 x21/8—381/2" long. 11/4 x11/8—351/2" long.

2 cars Clear Oak. 11₈x2—38" long. 10% 1½x2¾s—39" long.

PROBST LUMBER CO.

CINCINNATI, OHIO



Goodyear Products

Average widths and lengths

 4/4 No. 3
 8 mos. dry

 5/4 No. 3
 4 mos. dry

 3/4 No. 3
 8 mos. dry

 5/8 No. 3
 8 mos. dry

BASSWOOD
Average widths and lengths
3/4 No. 2 & btr.....8 mos. dry

I T will be a special pleasure to show you our Birch and Maple. It is all in the upper grades and particularly high-class stock.

Our attention has been focused on the proper manufacture of this lumber, its careful grading and on being able to assure full thicknesses.

C. A. Goodyear Lumber Co.

McCormick Building

Chicago, Illinois

Mill located at Tomah, Wis.

Farwood Record

Twenty-Second Year Semi-Monthly

CHICAGO, NOVEMBER 10, 1916

Subscription \$2.
Single Copies, 10 Cents.



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-Manufacturers of-HARDWOODS

ESTABLISHED 1798

Large and well selected stock for prompt shipment

J. Gibson McIlvain & Company Philadelphia, Pennsylvania

Cottonwood Is Scarce— But We Have What You Want

With our immense manufacturing resources it isn't possible that you could ask for any of our standard items and be unable to secure them. Think what this means today.

In addition to the Cottonwood, we want you to know that in spite of under-production you can secure anything you need in

RED and SAP GUM LUMBER and GUM CORE STOCKS BUILD-UP GUM PANELS and DRAWER BOTTOMS

And every car you buy is the "single standard" Anderson-Tully quality. Our shipments do not vary according to what we think would get by.

GEORGE B. OSGOOD, Peoples Gas Bldg.

Grand Rapids, Mich., Office
FRANK B. LANE, Houseman Bldg.

The Anderson-Tully Company Main Office—MEMPHIS, TENN.

Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; - these are the elements of Cadillac Ouality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

Sales Department, Cadillac, Michigan

Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

> 1×4 1x = 81x51x 9 1x6 1×10 1×7 1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co. Sales Department, Cadillac, Michigan

** THE MEDITAL CONTROL OF THE PROPERTY OF T WILLIAM HORNER

"SMOOTHEST"

MAPLE, BEECH AND BIRCH

LOORING

MILLS: Reed City and ewberry, Michigan

Reed City, Mich.

Sole European Sales Agents. TICKLE BELL & CO.
Bldg.. Liverpool, England

Royal Liver Bldg.. 🏂 ARING SALUMBARAT ZAMBARANG SARUMAN (ZAMBARANG BASARANG MESARUMAN SARUMAN SARUMAN (ZAMBARANG SARUMAN KAN ZAMBARANG SARUMAN KAN ZAMBARA

PROCTOR UNPARALLELED SUCCESS

No Spliting Checking No Clogging Adjusting



Recommended by all those who have tried

THE PHILADELPHIA TEXTILE MACHINERY COMPANY DEPT. L. HANCOCK & SOMERSET STS. PHILADELPHIA, PA. R.HANSON & SONS GRAYLING, MICHIGAN

MICHIGAN **HARDWOODS**

of the kind that make steady customers.

We try to see your side when grading.

White Pine, Norway and Hemlock

The Largest Producing Center of Michigan Hardwood

The **Kneeland-Bigelow** Company

BEECH

200 M ft. of 6/4 No. 3 Common 500 M ft. of 5/4 No. 3 Common

MAPLE

750 M ft. of 5/4 No. 3 Common

"FINEST"

Maple and Beech FLOORING

.. Michigan .. Hardwood Lumber

Write for Prices

W. D. Young & Co. BAY CITY **MICHIGAN**

RAYNER Valara Pilas

SEND FOR STOCK LIST

MAHOGANY LUMBER

GARROLL AVE. AND SHELDON ST. Chicago

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. Jacksonville, N. C. Hertford, N. C.

MILLS

Porterwood, W. Va. Wildell, W. Va. Mill Creek, W. Va.

Willson Bros. Lumber Co.

MANUFACTURERS

MAIN OFFICE:

PITTSBURGH, PA.

WM. WHITMER

Manufacturers and Wholesalers of All Kinds of "If Anybody Can, We Can"

& SONS

West Virginia Spruce and Hemlock Long and Short Leaf Pine

Virginia Framing

Finance Bldg.

PHILADELPHIA



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has keps abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched-ends and holes for blind nating—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

PREPAREDNESS

for coming good times will make you send us your inquiries for

Our Specialties Oak, Gum, Cypress

CLARENCE BOYLE, Inc.

WHOLESALE LUMBER
LUMBER EXCHANGE BLDG.
Yards at CHICAGO Band Saw Mill
Forest, Miss. CHICAGO Wildsville, La.

AND AND THE PROPERTY OF THE PR

J. M. Attley & Company

Southern Hardwoods

OAK, ASH, GUM, MAPLE

Thirty years in business TRY US

1209 Lumber Exchange, Chicago

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G. W. Jones Lumber Co.

NORTHERN AND SOUTHERN
HARDWOODS

ALWAYS IN THE MARKET FOR DRY STOCK

807 Lumber Exchange, Chicago

MAISEY & DION

CHICAGO

Kiln Dried and Air Dried

Hardwoods

Secure Better Prices

ADARDADDININGARRETANISPROMITIMI OZNORISORISORIANI OZNORISORIANI PARAMETRIA DA ANDROMINI OD OD OD OD OD OZNORIS

at less selling cost by reaching more customers. Hardwood Record puts you before them All Twice a Month

ASK US ABOUT IT

CHICAGO

History of the

Largest Lumber Centre

n the

World

X

OFFICE AND STORE FIXTURES

Manufacturers of store and office fixtures in Illinois consume annually 21,068,000 feet of lumber, and more than three-fourths of it is worked in Chicago.

This industry calls for much highclass material, and about ninety per cent is hardwood and the balance is softwood. The soft woods reported are white pine, longleaf pine, cypress, shortleaf pine, Sitka spruce, black spruce, Norway pine, and red cedar — eight in all. There are twenty-five hardwoods listed in this industry. The most important hardwoods, with the yearly use of each for fixture manufacturing in Chicago, are the following:

Annual use-Hardwood. White oak..5,054,000 Chestnut 995,000 Basswood 784.500 Mahogany 726,000 White elm..... 579,000 Sugar maple..... 561,000 Red gum..... 451,000 Cottonwood 384,000 Sycamore 255,000 Rock elm..... 210,000 Soft maple..... 134,000 Ash 118,000 Black walnut..... 51,000 26,000 Tupelo Hackberry

Manufacturers of fixtures make careful selection of woods, for the work is high class. Here are seen some of the finest figured woods that can be procured, and the finisher does his best work in polishing and staining the panels, columns and tops intended for show.

Veneers are in much use as outside parts, while frames and concealed parts are of cheaper woods, but all must be of good quality and well seasoned. Checking and warping are carefully gnarded against

ing are carefully guarded against.

The industry includes show cases, counters, fixed desks, tables, and seats; partitions to separate the compartments or cages of large offices; shelving and cabinets for stores; bars for saloons; ticket racks for railroad offices; and many fixtures of a similar kind.

Fixtures differ from interior finish in that they may be removed without seriously marring the room; but they cannot be removed as readily as furniture.

(See next issue)

TRADE IN CHICAGO

Utley-Holloway Company

General Offices, 111 W. Washington St.

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Oak, Ash, Cottonwood, Elm, Gum CHICAGO, ILLINOIS

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Helenz, Arkansas—Kanema, Arkansas

FRED W. UPHAM

JAMES C. WALSH

TELEPHONE CANAL 5772

UPHAM & AGLER

WHOLESALE

Hardwood Lumber

Throop Street SOUTH OF TWENTY-SECOND

HEADQUARTERS FOR CHESTNUT AND BIRCH

Geo. D. Griffith & Co.

WHOLESALE. HARDWOODS

805 Lumber Exchange Building
Madison & La Salle Sts.
TELEPHONE RANDOLPH 2165
Chicago, Ill.

SCIENTIFICALLY KILN DRIED

Oak Birch Gum

RED CEDAR MAHOGANY

D. W. Baird Lumber Co.

1026 to 1040 West Twenty-second Street
CHICAGO, ILLINOIS

If you are not a subscriber to HARD-WOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.



All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Dependable Distributors of Oak NORTH CAROLINA H. H. Hitt Lumber Co., Decatur. (See page 26C.) Little Const. C. P. Z. H

ARKANSAS

ARKANSAS

Bliss-Cook Oak Company, Blissville. (See page 40.)
Paepoke Leicht Lbr. Co. Blytheville and Helena. (See page 34.)
Critterday of Line better Critter, Ien
Lee Crayter, Herrary of Line et al., Dermott,
J. V. Shins et Herrary of Line et al., Dermott,
J. W. Shins et Herrary of Line et al., Little Rock Limber & Manufacturing Company, Little Rock. (See page 8.)
Major Lunder Company, Murania,
Lugar Lunder Company, Wesser.

ILLINOIS

b—H. B. Blanks Lumber Co., Cairo. (See page 14.)
a. b., Dermott Land & Lbr. Co., Chicago. (See page 1)
Utley-Holloway Lumber Company, Conway Bldg., Chicago.
(See page 5.)

INDIANA

a b—S. Burkhelber Lumber Co., Crawfordsville,
Hoffman Brothers Company. (See page 14.)
- Bedna Young Lung of Company. (See page 38.)
L. Barnaby, Greencaste, (See page 38.)
L. Stimson, Huntingburg. (See page 38.)
Wood-Mosaic Company, New Albany, (See page .)
Oorth Verton Lumber Company, New Library, Verton.
C. & W. Kramer Company, Relimer 3.
Swain-Roach Lumber Company, Seymour, (See page 42.)
a. b. e—Fullerton-Powell Harawood Lumber Company, Sou
Bend. a b-Cyrus C Shater Lumber Company, South Bend

KENTUCKY a, b, c. Arlington Lumber Co., Arlington. (See page 40.) Clearfield Lumber Company, Inc., Clearfield.

LOUISVILLE

W. P. Brown & Sons Lumber Co. (See page) Churchill Miltor, Lumber Comput.

LEXINGTON

Kentucky Lumber Company, C. Turkey Foot Lumber Company, Inc.

LOUISIANA

The Ferd Brenner Lumber Company, Alexandria, Colfax Hardwood Lumber Company, Colfax, h. c—The Hyde Lumber Company, Lake Providence, Climax Lumber Company, St. Landry Thistlethwaite Lumber Co., Ltd., Washington, Mansfield Hardwood Lumber Company, Winnfield,

b—Alexander Bros., Belzoni. (See page 8.)
b—Lamb-Fish Lumber Co., Charleston. (See page 41.)
Paepcke Leicht Lumber Co., Greenville. (See page 34.)
Issaquena Lumber Company, Issaquena,
Mississippi Lumber Company, Quitman,
b, c—Tallahatche Lumber Company, Philipp,
Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

MISSOLKI

a, b, c—M. E. Leming Lumber Company, Cape Girardeau
Long-Bell Lumber Company, Hdwd, Dept., Kansas City, Mo.
a, b, c—Tschudy Lumber Company, Kansas City,
b, c—Galloway-Pease Co., Poplar Bluff,
Baker-Matthews Manufacturing Co., Sikeston, (See page 40.)
c—Arkla Lumber & Manufacturing Company, St. Louis,
J. A. Holmes Lumber Company, St. Louis,
a, b, c—Chas. F. Luchtmann Hardwood Lumber Company,
St. Louis, a, b, c—Chas. F. Luenrmann Hardwood Lumber C St. Louis. a, b, c—Thos. E. Powe Lumber Company, St. Louis.

CINCINNATI

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Cheinnait

C. Crane & Co. (See page 42.)

a to Domon it Brothers & Co.

The fidn Province Conjunty

Hat Limited Conjunty

it Modern Modern Company (See page 12 of Probst Lumber Company)

(See page 1)

Aberdeen Lumber Company, Pittsburgh Back Lumber Capany, Pittsburgh Backstan, Land & Lumber Company, Reigne

TENNESSEE

a. b. . J. M. Card Lumor Company, Chattano ga Williams Lumber Co., Fayetteville. (See page 39.) - I. dina Young Lumber Company, Jacks E. Johnson, City Lumber & Manufacturing to . Johnson, C.: Little River Lumber Company, Townsend. (See page 13.)

KNOXVILLE

J. M. Legan Lumber Conflaty b-Vestai Lumber & Manufacturing Co. (See page [3,)

Anderson-Tully Company. (See page 2.)

Second C. Brown & Co.
Goodlander-Robertson Lumber Company.
Memplus Band Mill Company.
Russe & Burgess, In.
J. V. Samson Hardwood Company.
J. W. Wheeler & Co.

Davidson, Hicks & Greene Company, Farris Hardwood Lumber Company, Love, Hoyd & Co John B. Kansom & Co.

TEXAS

Liberty Hardwood Lumber Co., Big Creek. (See page 9 | South Texas Lumber Co., Houston. (See page 9.) H. G. Bohlssen Mig. Co., New Caney. (See page 9.)

e U. S. Spruce Lumber Company, Marion,

WEST VIRGINIA

**O. C—The Alton Lumber Company, Buckhanton, a, c—West Virgina Timber Company, Charleston. Pardee & Curtin Lumber Company, Clarksburg. C. L. Ritter Lumber Company, Huntington. Rockcastle Lumber Company, Huntington. Clay Lumber Company, Middle Fork. The Parkersburg Mill Company, Parkersburg. 4, b, c—The Meadow River Lumber Company, Ruinelle. b, c—Warn Lumber Corporation, Raywood, American Column & Lumber Co., St. Albans.

WISCONSIN

a, c-Racine Lumber & Manufacturing Company, Racine.

a—Manufacturer of Implement Stock. b—Manufacturer of Car Material. c—Manufacturer of Factory Dimension. Firms in Heavy Type Have Individual Ads on Pages Designated.

Kiln Dried

1" Plain Oak Either Red or White

National Certificate of Inspection furnished — the measurement and inspection being made after the Stock has been kiln dried.

Tennessee Oak Flooring Co.

Quality and Grade

Band-Sawed
Qtd. White Oak
4/4 to 8/4
Plain Red Oak
4/4 to 8/4
Plain and
Quartered Red Gum
4/4 to 8/4
Sap Gum
4/4 to 8/4

Ash
4/4 to 20/4
Car Material
In the HEART of

the Best Arkansas Timber We ship as high as 60% 14 and 16 foot.

Good Widths

10% to 15% in Quartered white Oak guaranteed 10" and up. Plain Oak made as wide as is consistent with good manufacturing.

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Our manufacturing cost is ½ higher than it would be if we lowered our standard.

Inspection

National inspection Guaranteed. Experienced and careful inspectors who ship a straight, reliable even grade.

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Alexander Brothers

Stock and Price List BELZONI, MISS. October 7, 1916. F. O. B. Belzoni GUARTERED WHITE OAK
S. No. I Com. No. 2 Com.
\$70.00 31.300 \$40.00 32.500 \$22.00
72.00 18.500 \$42.00 \$4.500 \$24.00
... 21.500 \$42.00 \$4.500 \$24.00
... 21.500 \$42.00 \$13.000 \$24.00
72.00 12.000 \$43.00 ...
74.00 \$44.500 \$44.00 \$13.000 \$24.00
... 30.00 \$50.00
... 30.00 \$50.00
... B.S. no defect
38.00 ... B.S. no defect 50.00 60.000 22.00 B.S. no defect 88.000 25.00 B.S. no defect B.S. no defect 90.000 25.00 3.000 15.00 25.00 30.000 15.00 25.00 30.000 15.00 25.00 30.000 15.00 25.00 30.000 15.00 25.00 30.000 15.00 25.00 30.000 15.00 25.000 30.000 15.00 25.000 30.000 25.000 25.000 25.000 25.000 25.000 25.000 25.000 25.00 25.000 25.00 25.000 25.00 25.000 25.0 7,000 45.00 55.00 1,000 22.00 PLAIN WHITE OAK 5,000 SAP GUM 4/4 12" & Wider 36,000 4/4 13 to 17 Bx. 64,600 56,000 17,000 18.00 TUPELO 6,000 5.00
 8/8
 25.000
 8.00

 4/4
 9 to 12
 Bv.
 26.000
 22.00

 4/4
 18 to 17
 Bx.
 9.000
 27.00

 4/4
 18 tip Pan &
 5.500
 28.00

 8/4
 No. 1
 5.500
 28.00

 4/4
 00
 22.00
 2,000 18.00 4,000 Weights guaranteed not to exceed ½ pound per foot over standard crating stork resawed to order.

Rates from Belzoni to Chicago, 1945, & 2145; Boston, 37; Evansville, 16; Cincinnati, 18 & 16; Louisville, 15; Buffalo, 2815, & 2815; New York, 35; Philadelphia, 35; Cairo, 10 & 15; St. Louis, 15½; New Orleans, 10.

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MICHIGAN MAPLE

A Complete Assortment Cross Piled and End Piled Winter Sawn White

WE SPECIALIZE IN DIMENSION STOCK

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The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.



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THE TEXAS OAKS

TEXAS WHITE and RED OAK is used today for every purpose to which OAK lumber is adapted, from the highest grade furniture fixtures and trim—where APPEARANCE is paramount—to car material, boxes and crates—where STRENGTH is essential. The OAKS reach their finest development in the rich alluvial soil of East Texas. The splendid growth attained by the TREE is reflected in the LUMBER.

Your Neighbor Buys TEXAS WHITE and RED OAK for

Color, Figure, Texture, Widths, Lengths

YOU'LL Be Satisfied. Write

WHITE OAK RED OAK RED GUM ASH ELM Liberty Hardwood Lumber Co...BIG CREEK
H. G. Bohlssen Mfg. Co....NEW CANEY
South Texas Lumber Co....HOUSTON
MILL AT ONALASKA
Southern Pine Lumber Co...TEXARKANA
MILL AT DIBOLL
Philip A. Ryan Lumber Co...LUFKIN

Cottonwood MAGNOLIA HICKORY CYPRESS TUPELO

TEXAS—Ultimately the Principal Source of Hardwood Supply

For list of Stocks for Sale by these firms see pages 44-45

ALL

AMERICAN BLACK WALNUT

Our customers do our boosting so it is not necessary for us to use our voices, only to ask—"what purpose do you use this walnut for?"—"what quantity do you require?"—"we have the proper stock for you, when do you wish it shipped?"

E. J. STANTON & SON

Wholesale Lumber

Los Angeles, Cal., October Seven, 1916.

Pickrel Walnut Co., St. Louis, Mo.

Gentlemen:-

We have your favor of the 2nd inst., in which you acknowledge our remittance for the car you shipped us.

In looking up our letter to attach to your reply, we notice that we did not express our appreciation of the quality of stock which you shipt to us. We wish to say that we were very much pleased with the shipment, and when we are in need of more of this stock, we will certainly take the question up with you again.

Thanking you, we remain,

Yours very truly,

E. J. STANTON & SON,

S. E. Hamilton.

SEH/—

LOGS

LUMBER

VENEERS

PICKREL WALNUT COMPANY

ST. LOUIS, MO.

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In Pile at Brasfield, Ark.
67,000' 1-1' Log Rur
16,000' \$ 4" Log Rin
Plain White Oak
37,000' 4-4" 1s & 2s
8,700" 5-4" 1s & 2s
12,000'6-4" 1s & 2s
107,000' 1 4" No 1 Com
9,000', 5-4" No 1 Com
47,000'4-4" No 2 Com
87,000' . 4-4" No 3 Com
Plain Red Oak
39,000' 4 4" 1s & 2s
3,000'
11.000'6-4" 1s & 2s
242,000', 4 4" No 1 Con 64,000', 6 4" No 1 Con 87,000', 4 4" No 2 Con
64,000' 6 4" No 1 Con
87,000'. 44" No 2 Con- 92,000'. 1-4" No 3 Com
92,000', !-4" No 3 Com
8,000' 5-4" No 3 Con.
Quartered White Oak
63,000'
9.000' 5-4" 1s & 2s

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134.500"	4-4	No. 1 Com
19.4007.	7 1	' No. 1 Com
15,700',	S-1'	' No. 1 Com
	4 - 4'	No. 2 Cum
	uartered Red (
139,700'	4-4′	' ls & 2s
42,450'	5-4'	' Is & 2s
20.300'	6-4'	' 1s & 2s
944'000'	4-4'	' No. 1 Com
35,0001	6-4'	No. 1 Com
1.1 0000	8-4'	No 1 Com
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187 000'
167 900' 4-4" No. 3 Com.
Eîm 16,000', 5-4" Nos 2 & 3 Con 20,000', 6-4" Nos 2 & 1 Con.
Sycamore 31,000'4-4" Log Run, Plain 22,000'4-4" Log Run, Quantere
In Pile at Memphis, Tenn. Quartered Red Oak F A S No 1 Com No 2 Com 4 1"76.200" 28,400

\$-4" 10-4" 12-1" 16-4"	1	h 18,200' 18,200' 16,400' 28,200'	34,000 11,000 10,900 15,400
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111 1	Wal		
	W 4,11	No 1	No. 2
	F.A.S.	Com	Com
1 1"	134,000'	286,000	268,000
7-4"	10,000	86,000"	80,000
6 1"	1,600'	4,000'	15,000
1"	3,200	7,5001	32,000
10-4"	\$,000	5,0001	5,000
12-4"	2,0001	1,000'	2,700
16-4"	1,000	1,000'	1,000



For Southern Rotary Veneers Say PJM PENROD. JURDEN & McCOWEN

(Incorporated

MEMPHIS, TENN.



Walnut Buyers Know the Meaning of PENROD



Those who have had experience in buying American Walnut stock know what an advantage it is to deal with Penrod. This means, first, complete stocks, wide variety, exceptional character of material; second, long experience, expert knowledge, ability to insure satisfaction.

We Have What You Want—Plain and Fancy Stock—Veneers and Lumber

The illustration shows some of our Burl Walnut Veneer Stock, matched up to form a panel of exceptional attractiveness. If you want your products to have character and distinctiveness, and to be worth expending all the care and labor which must go on them, regardless of the quality of the foundation material, you will make no mistake in using Penrod Walnut.

PENROD WALNUT & VENEER COMPANY, Kansas City, Mo. "Walnut Specialists for Thirty Years" WALNUT LUMBER, WALNUT VENEERS



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The warring nations are proving the ability and low hauling cost of the endless chain tread tractor

The Strait Tractor

on snow roads, on gumbo roads, on any roads where you are hauling with teams—will work for you, save for you.

Tell us your hauling problems. Let us tell you what we are doing for others and what we can do for you.

Killen-Strait Tractor Co.

APPLETON, WISCONSIN

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Complete stock of 3/8" and 13/16" in all standard widths

PLAIN and QUARTERED RED and WHITE OAK

AND OTHER HARDWOODS

EVEN COLOR SOFT TEXTURE

MADE (MR) RIGHT

We have \$5,000,000 feet dry stock—all of our own manufacture, from our own timber grown in EASTERN KENTUCKY.

Oak Flooring

PROMPT SHIPMENTS

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HARDWOOD RECORD

CHICAGO



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Capacity 10,000,000 feet

W. O. King & Company 2452 S. Loomis St. Chicago, Ill.



The Soft Textured Woods of This Region Have Never Been Surpassed

Impartial Observers Praise East Tennessee Hardwoods

IT is the unvarying opinion of fair-minded hardwood manufacturers and of well-schooled consumers familiar with the country's hardwood supply that the hardwoods of the great East Tennessee mountain region have never been surpassed even by the most widely acclaimed products of restricted areas.

East Tennessee hardwoods in every one of their great variety of species combine the zealously sought qualities of grade, good dimension, satisfying texture, and variety of figure which in some quarters are represented as being contained only in limited and closely worked regions where "each tree separately, and not the conglomerate forest," is the objective of the sawmill man, but—

The fact that the wonderful East Tennessee quality is embraced in the "forest" rather than in "each tree separately" is a big advantage to the buyer, as he is assured of unvarying supplies of any wood he wants and at all times—he can count on service.

The following firms are the principal manufacturers in this region who will tell you anything you want to know about East Tennessee quality.

The Babcock Lumber & Land Co. . . Knoxville, Tenn. Little River Lumber Co. Townsend, Tenn. Vestal Lumber & Mfg. Company Knoxville. Tenn.







H.B.BLANKSLUMBER CO.

(NOT INCORPORATED)

L. C. ZINK SALES MANAGER

CAIRO, ILLINOIS

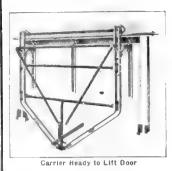
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Beautiful Practical of American salawases

LUMBER AND SPECIAL DIMENSION

Des Moines Sawmill Co., Inc. DES MOINES, IOWA

Dry Kiln Door Carrier Co.



SA VE

Heat Time Trouble Money

by using the Door Carrier System

THOUSANDS ARE IN USE

THEY OPERATE PERFECTLY on doors of any size, on OLD OR NEW KILNS

INDIANAPOLIS. IND.



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"WE ARE GETTING RESULTS"

WRITES ONE ADVERTISER

This Means That He Is Getting

NEW BUSINESS

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

MAKE US PROVE IT

HARDWOOD RECORD, CHICAGO



MUUU KALI

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President Edwin W. Meeker, Managing Editor Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building 537 So. Dearborn Street, CHICAGO Telephones: Harrison 8086-8087-8088



Vol. XLII

CHICAGO, NOVEMBER 10, 1916

No. 2



Review and Outlook



General Market Conditions

CO FREQUENT HAVE BEEN THE CHANGES and upsets in hardwood markets during the past year that scarcely a month goes by without one or two features of outstanding moment. The newest development is the established fact that oak is doing considerably better than it was—it is not only being sold more readily, but at better prices. HARDWOOD RECORD said in its last issue that the renewed demand for wood in car construction would have a most beneficial effect on the oak market. This prophecy is being borne out much more quickly than had been anticipated. Great quantities of oak are going into car construction, which diverts just that much manufacturing time from the production of the usual thicknesses and sizes of boards. As a result shipping dry oak in many sections is greatly depleted and stocks of some items which ordinarily are commonplace are practically impossible to

The inauguration of a national oak association is begun under auspicious circumstances, but those who are appealed to with the association idea should not comfort themselves with the thought that present brightened prospects point to an end of all the troubles of oak. Oak, as with practically all the other woods, each in its turn, has been suffering from too much prosperity-things were too easy. Competition which has been later developing was not formerly present. Oak was king, and it was not considered that any force or combination of forces could supplant it. There is still no reason to be wildly excited over the position of oak lumber, but with the various favorable circumstances working together, there is every reason to believe that any changes in the oak situation, as long ahead as anybody should attempt to prophesy, will be for the better.

Improvement in other directions and bearing on other southern woods as might come through normal channels because of further increases in demand of southern hardwoods, is being offset considerably as far as immediate profits are concerned by greater and greater difficulty in shipments. Logging conditions have been very good in most southern territories and many logs are piled up along rights of ways with but a slim chance of moving them to the mills. There are steadily continuing reports of mills shutting down on account of the impossibility of getting sufficient logs. The same conditions, naturally, effect a greater tendency to the piling up of green lumber, but as most of this can be reckoned as sold, even though orders for shipment may not actually be on the books, this tendency is not necessarily toward the detriment of the trade at large. The demand is there for the lumber, and it is reasonably certain that it will continue for a sufficient length of time to take care of these surplus accumulations when shipping facilities have

again resumed a more normal phase.

Increasing trouble on account of the car scarcity is reported from the North, where also is an indication of, in some cases, serious breaking up of stocks. An exceedingly favorable stock condition is noted as compared to a year ago-in fact, as compared to a couple of months ago. It is expected, however, that the log input this year will show somewhat of an increase over last year. Lumbermen everywhere may well heed every word of caution on the question of production in view of the rapidly mounting cost of manufacture. It is true that manufacturing plans can not be altered over night in the lumber business to meet rapidly changing conditions. But in a broader way provision should be made (and if the inindustry is to enjoy any of the so-called present prosperity it must so establish its plans) that if operating cost continues in excess of operating revenue, losses will be minimized by restricted cut. If, as reliable statements coutinue to suggest, it still costs more to manufacture lumber than is realized on the average price, it is manifestly better to reduce the cut as far as possible than to manufacture as much as possible in the hope that advancing values will outrun advances in cost.

There are other conditions than outside influences of purely economic character which point to further rises in lumber prices. These have to do with a growing recognition in the respective groups of manufacturers of the absolute necessity for getting more for lumber than present advances have accomplished. It can be accepted as a fact that the forces tending toward more general recognition of facts and conditions as they really are within the industry itself, are going to just as strongly tend toward a rise in values as the natural improvement in demand and general increase in prosperity.

Getting back to the northern woods, it is found by reckoning of northern manufacturers that No. 2 and better, with one exception, has shown a marked decrease during the past year. In the low grade there has been an increase in stocks on hand, but this increase does not anywhere near conform to the amount on hand unsold. This is only about one-third of the increase in the quantity of lumber now at the mills in excess of the quantity a year ago. Sales in northern hardwoods considerably exceed production for the past year, and the general decrease in stocks was made in spite of a ten per cent increase in production.

The actual figures developing on the different hardwoods since the last issue substantiate the opinions which were formerly based only on general observation that lumber is a good bargain today and is going to be a more expensive commodity in the very near

The Cover Picture

THE STATE OF NEW YORK SUPPLIES THE COVER PICTURE which illustrates this issue of Hardwood Record. The exact spot is known as Hastings-on-Hudson. The place may not be personally known to a great many of this magazine's readers, but most of those who look at the picture will at once recognize a personal acquaintance, Billie Burke, who is now the most widely known and most favorably known actress on the American stage. She owns the farm and spends much of her time there. The trees forming the background for the portrait are her prized associates on many occasions and constitute one of the treasures of her country home. The photograph from which the plate was made was furnished this paper by Aime Dupont of New York.

In the opinion of most people the trees are not the most attractive feature of the picture, yet they are interesting specimens. In the description accompanying the photograph, the trees are labeled "beech;" but evidently a mistake has been made in the species. As nearly as their identification can be determined by the bark alone, the trees are sweet cherry, a domestic tree that was brought to this country from Europe in early times. Botanists know it as Prunus avium. It has been so long in this country that it has escaped from cultivation and is running wild, and the trees in the picture may have been planted by nature and not be the hand of man. The trees are said to be nearly a hundred years old and they show no signs of impaired health. Sweet cherry trees of equal age and size are found on many old plantations in the eastern states.

In a few instances such have been cut for lumber and they produce fine cabinet wood, which in color rivals and in grain or figure surpasses the wood of our wild commercial cherry. The growth rings of the domestic cherry, particularly of the sweet variety, are broader and more distinct than are those of the wild forest-grown species which is so well-known to cabinet makers. All species and varieties of cherry belong to the same class, and there is among them a general resemblance of leaves, fruit and wood. The cultivated kinds are derived from the wild, and the superior fruit of the tame varieties has developed from the inferior wild sorts; but cultivation appears not to have made much change in the character of the wood, except such change in appearance as would result from more rapid growth.

A Matter of Duty

IT IS MANIFESTLY THE DUTY OF EVERY MAN who is properly qualified and is so situated that he can follow his inclination, to put in his application for the second examination which will be held in the selection of five foreign lumber commissioners. At the first examination held a month or so ago at Washington, there were a great many contestants, some being men trained in the technical end of forestry, others being woodworkers or lumbermen, but the possibility of selecting the five commissioners from those who succeeded in the contest was not evident to the lumbermen and government officials in charge. Therefore, a second trial has been called for November 22.

The one thing which lumbermen interested in seeing possibilities of foreign trade broadened must bear in mind is that the Department of Commerce is evidently making every effort to secure practical men for this position. It is equally apparent that the necessary combination is difficult to secure. The average lumberman has not had the opportunity of qualifying himself for the reportorial and analytical requirements, but there are certainly a substantial number of men in this country who have had the proper training in those features not directly interesting to the lumber business, and also in the practical end of lumbering, and it is to these men in particular whom the department appeals in its announcement of the second examination.

Those men who, because of the government's general tendency to underpay its employes, have failed to put in their applications, should bear in mind that the year or two years of service in this investigation will build for them an asset not only of reputation but of knowledge and experience, which there is every possibility of their turning to monetary account when the work is over.

The investigation is not only in keeping with the present thought of the country toward the future, but offers the solution of a problem which the lumber trade has been endeavoring to solve for a long time. If the American lumber industry is to enjoy foreign expansion it must know the things that can be brought out only by such an investigation, and this work can succeed only if it is carried on by men who not only have the educational qualifications and the natural bent, but who know the American lumberman's problems and are capable of combining this practical knowledge with their other attributes.

It is the patriotic duty of every man who can consider this work, and who is qualified to consider it, to take the examination.

The Car Shortage

I UMBERMEN ARE NOT GETTING CARS. Their product is L not going to market for want of transportation facilities. On another page of this issue of HARDWOOD RECORD may be found a statement of the car situation, beginning several years ago and coming as nearly down to the present as authentic figures can be had. Care was taken to compile reliable statistics to show how many freight cars are in service now, and how many during each year for several past years; how many new cars have been bought annually during the past eleven years; how many have been going to the scrap pile annually; how many freight cars per mile of single track the railroads have had in recent years. The railroad mileage in the country for several years past is given. These figures show that railroad mileage in the country is increasing; the number of freight cars is increasing; and the number of such cars per mile of road is increasing. All of these increases have gone on for several years past. The rate of increase is rather slow in all the items, but it has been constant. In no instance, so far as the figures show, has there been a standstill on a decrease for any of the items, except for a single year in the number of cars.

Then why don't lumbermen get cars?

There are several reasons why, but the most important one appears to be the railroad's custom of pulling the cars away from the lumbermen and sending them to haul cotton, grain and other articles, while the lumber is left at the mills. This, it seems, has been the custom for years. Lumber is left until the railroads find a convenient season for taking it to market, and lumbermen have meekly submitted to the discrimination. This year the situation is worse than usual, and if events follow their usual course, there is no promise of improvement until after the new year. By that time the cotton and grain crops will have been moved, and it will then suit the convenience of railroads to take up lumber hauling again. Meanwhile, lumbermen can wait, as they have done heretofore.

Many lumber shippers are becoming tired of the raw deal. They see no reason why their product should be last to move. They want a fair division of cars and want them promptly. It has been seriously discussed among lumber shippers that they keep records of losses incurred through failure to receive cars when asked for. These records, when an adequate number have been brought together, can be made use of by the lumbermen in securing justice for their industry. They will constitute something tangible to work on. The losses can be exhibited. Lumbermen are already in communication with the Interstate Commerce Commission in an endeavor to get relief from the car shortage oppression, and the commission is responding by conducting investigations, one at Memphis November 3, and another at Louisville five days later.

The lumbermen by working together and keeping records of losses due to lack of cars, and by using that information in the most effective way to bring results, can do a great deal to improve the situation. It will at least help them to secure the proportionate number of cars to which they are entitled.

It was supposed that when the railroads secured from the Interstate Commerce Commission permission to increase their tariffs, they would use some of the increased revenue to build new cars for handling freight. Lumbermen, acting in a spirit of fairness, helped the railroads secure the increase in rates. But nothing has since transpired to show that any considerable portion of the augmented income

has been spent for new freight cars. It therefore behooves lumber shippers to take concerted action to secure a just apportionment of cars for their industry.

Two Ways of Preparing

E VERYBODY EXPECTS TO DO SOMETHING AFTER THE WAR. There are two ways by which people seem to be getting ready for that time. One way is to declare that something must be done, but just what or just how is not specifically pointed out. That is our favorite way of doing it in America. It does not cost much to talk, and it seems to keep the mind from dwelling on serious things.

In England they are getting ready for the end of the war; but they are a little more certain and a little more explicit in their plans of doing things. They are after trade, and a writer in the Daily Telegraph recently offered this advice as to ways of getting the business when the war is over:

The British manufacturer ought, in the national interest, as well as in his own, announce his name and his wares in the best of British trade papers, and those journals ought to be spread about the world so that the world may know what we are ready to do for it when the war is over; so that the nation may take advantage of the sympathy of the world, which it undoubtedly possesses at the present moment. Never mind whether the goods can be shipped; never mind whether the goods are available; never mind whether it pays or whether it does not pay at this moment. The life of the nation depends upon our making such preparations as shall enable us to hold the world's trade later on, and among the preparations which can be made here and now is a great campaign of overseas advertising which shall lay the foundations of future prosperity.

The fight for business when peace comes is going to be as fierce as the fight for trenches and bridge heads while the war continues. The United States wants its share, but it will have to fight for everything it gets, and it must win from competitors who know every open and secret way to success.

One phase of the fight must not be lost sight of; namely, that others are as eager to sell to us as we are to sell to them. The resulting trade must be largely an exchange of articles, a swap on an enormous scale. Americans must see to it that they have something to swap when the day arrives, for the competition is going to be keen, and the best equipped tradesman will secure the best bargains. That is the very thing for which our British competitors are preparing when they undertake to advertise to the world what they will have to sell when the end of hostilities shall give them the opportunity to go to the world's markets to sell and buy.

Prices Up?—Yes—But How About Cost?

NEVER IN THE HISTORY OF LUMBERING has there been a greater need for knowing definitely and at all times what production is costing. Lumbermen have been allowing themselves to become elated over gradually rising lumber prices, and in many cases they have gone ahead recklessly increasing their cuts, where log supply made it possible, believing that each additional thousand they were manufacturing and selling at the new prices gave them that much more money. Possibly it has in some instances, but no man knows whether conditions today are more favorable to him than conditions a year ago, unless he knows to a certainty what he is paying for every item of manufacture.

Various important gatherings of lumbermen in the past few weeks have revealed that there is an uncertainty even as to the actual charges for standard commodities, and estimates at some meetings have varied from a dollar to two dollars on the question of cost of production. But certain it is that with the living cost for the average individual practically fifty per cent over what it was a year ago, with labor up way beyond what it was at that time, the increase in production cost can not be much less than twenty per cent at the most conservative figure over what it was then. This has to do, of course, with the items of direct charge. On this basis what has actually been accomplished as far as added profits are concerned?

KNOW YOUR COSTS—then if you produce increasing cuts (until it is certain that increased prices will exceed increased costs) it is up to you.

Lumber Constitutes an Exception

HIGH PRICES HAVE HIT NEARLY EVERYWHERE except in the lumber yar. Values have advanced with pretty much every commodity that enters into the daily life of the people, with the notable exception of lumber. Bread, meat, groceries, shoes, clothing, fruit, coal, no tals, drugs, chemicals, and a list without end of other articles have advanced in prices during the past two years, until some of them are almost out of reach; but lumber remains at the old price. The man who makes the lumber pays increased prices for everything he buys, groceries, machines, wages, horses, cattle, tools. But he absorbs the increased cost and sells his product at prices which prevailed long ago. This exception to the general advance in prices is remarkable.

Increased cost is usually laid to the war. In many instances war is undoubtedly responsible; but there are probably many instances where prices have gone up without any cause in the war. Nearly everybody with something to sell seems to think that because there is war he can get a better price. But lumber is the lone exception.

Because this is the case, it is an opportune time for buying lumber. Those who expect to build or to use lumber otherwise are missing a rare opportunity when they do not purchase now. Builders have been hanging back for some time in spite of the exceptionally favorable prices at which lumber may be bought. There is no sure way to tell how much longer this state of things will continue; but it may be accepted as a fact that the inequality between the prices of lumber and of other articles in common use will not continue indefinitely. There will be a leveling up in values and prices before long, and lumber will not be the commodity that will fall in price. It is as low now as it will ever be, and when it begins to change it will tend upward.

Uniform Cost Work as an Association Function

It is appearent to anyone that all efforts to establish uniform cost accounting methods in the hardwood business with the resultant benefit to everybody, must merely work around in circles unless those efforts are regulated in some way by some central agency. The logical way of proceeding on a work of this kind is to establish methods which will fit each group of manufacturers. For instance, the problems faced by the manufacturer of northern birch would be different from those which the manufacturer of southern oak must contend with. The producer of mountain oak faces conditions entirely different from those met by the producer of gum. So any efforts that are intended to really get anywhere must be grouped around some central point of interest, as there are certain features of accounting which would be applicable in any direction.

What then could be a better method of procedure than for the associations in the different groups to carry on consistent work along individual lines and coöperate toward a common end? It is true that cost accounting has held a prominent place in association discussions for a number of years, but has this question ever been tackled in a really serious manner which would insure persistent efforts upon which the hope of constructive results can be placed? The answer is decidedly "NO."

The question is coming to the foreground again in the near future when a prominent and exceedingly progressive southern association of manufacturers at its annual meeting will embrace the question in all of its phases, but in a different manner. The work isn't put upon the shoulders of one man who airs his views, is given a polite audience and then subsides. A special committee has been appointed to go into the matter with the specific idea of accomplishing a definite result. This particular organization has a reputation for finishing what it starts, and if the promise of results is realized this association will have definitely established that it is possible for such a body to really get somewhere.

The revolutionary business man, like the revolutionary politician, generally has some unbalanced parts in his mechanisms that give trouble and interfere with the smooth running of his ideas.

Expect Results From Memphis Meeting 🔆

While it will probably be some time before anything tangible will result from the hearing held in Memphis October 30 before Federal Trade Commissioner Parry and other representatives of the United States government, the feeling prevails among those who attended and who participated on behalf of the hardwood lumber industry that the foundation was laid during one brief day for a far better order of things so far as hardwood lumber and products made therefrom are concerned. There were five officials from Washington who participated in the investigation of practically every phase of the hardwood lumber business while there were about forty lumbermen, representing virtually every organization of importance identified with the hardwood trade, who either read papers, made brief talks or answered the questions propounded by the gentlemen vested with authority to afford some relief from conditions regarded as unsound and as wholly unjustifiable. Altogether it was a great day and lumbermen are looking forward to the solution of many of the problems presented with great pleasure and with much confidence, an attitude on their part growing directly out of the intense interest displayed by the government representatives in the questions discussed. The scope was a very broad one and the amount of information and data supplied the commissioners will keep them busy for a long time in digesting it and putting themselves in position to suggest something helpful.

Commissioner Parry opened the hearing promptly at the Hotel Gayoso at 10 a.m. and it continued until about 4 p.m., when adjournment was taken in order that he and his associates might take the train for New Orleans. The only break came during the luncheon hour and in order to save time luncheon was served in the assembly room of the Hotel Gayoso by the Lumbermen's Club of Memphis, the Southern Hardwood Traffic Association and the Gum Lumber Manufacturers' Association.

James E. Stark, representing the National Hardwood Lumber Association, very frankly told the commissioners that lack of interpretation of the Sherman law was one of the greatest stumbling blocks in the way of organizing selling agencies and taking steps through united efforts with a view to reducing expenses in every direction. He said that lumbermen were law abiding citizens and did not wish to run afoul of the federal authorities, and expressed the belief that if there could be free discussion of cost of manufacture and methods of marketing, the situation from the standpoint of lumber interests would be incomparably better than under present conditions of uncertainty as to the attitude of the Department of Justice.

Mr. Stark also dealt with the shortage of cars but said this had comparatively little to do with prices except insofar as it resulted in an accumulation of stocks. He said that prices at present were about normal and that no very great change was anticipated unless the car shortage extended over a very considerable period. He made it quite clear, however, that prices on hardwood lumber are too low to offer a fair return on the investment and that they are failing to keep pace with the ever increasing cost of manufacture and stumpage. In many instances, he said, stumpage had gone up 200 to 300 per cent whereas lumber is selling for less than in 1906 and 1907.

Mr. Stark gave the commissioners valuable information regarding competition of American hardwoods with Japanese oak. He said the latter was making large inroads on Pacific coast business and that Japanese interests were able to compete successfully as far east as Salt Lake City and Denver, owing to favoring transcontinental freight rates.

Geo. D. Burgess, president of the National Lumber Exporters' Association, said the Japanese not only are encroaching upon the American field, but have taken the most desirable foreign trade by lowering their prices on oak.

"I wouldn't be surprised if, after the war, we find we have lost 331/3 per cent of our foreign trade," said he.

George C. Ehemann, chairman of the river and rail committee of the Memphis Lumbermen's Club, gave a brief history of the hardwood industry, to show that from a crude beginning the southern branch of the industry had grown to international magnitude.

"By co-operation among the lumbermen," said he, "the industry is gradually passing from disorganized individual effort to concerted action on questions involving the interest of all. It is to this end that we will welcome any aid the government can lend us in the solution of some of the problems that confront us."

One of the strongest papers read at the meeting was that of taxation presented by S. M. Nickey, president of the Lumbermen's Club of Memphis. He showed that the states are encouraging gross waste rather than conservation of the forests by assessing exorbitant taxes against standing timber. He presented figures proving that taxes on timberlands owned by his companies in Tunica, DeSoto and Quitman counties, Mississippi, have increased from 300 to 500 per cent within six years despite the fact that the value thereof has increased comparatively little, and that taxes on one tract in Columbus county, Arkansas, have increased 900 per cent in seven years. He said that these high taxes resulted in lumbermen hastening to clear off marketable timber, without any thought whatever of conservation, to get rid of the land as soon as possible.

"We believe that sentiment should be created against increasing taxation on standing timber," Mr. Nickey said. "We believe that the ideal way is the Canadian way—taxes on timber of whatever kind or wherever located are due and payable when the timber is cut and made use of.

"Of all the states in the Union, Indiana alone, after her forests had practically been depleted, recognized and passed proper laws regarding the taxation of standing timber. Standing timber in Indiana, when set aside and designated as such, is not taxed. This is real conservation."

Elliott Lang of Memphis corroborated Mr. Nickey's figures on the increased rate of taxation in Mississippi. On top of other taxes, he said, owners of Mississippi timber lands are required to pay levee taxes.

"Officers of the Yazoo & Mississippi Levee Board have told me if the government would do its part toward confining the Mississippi river to its banks, our levee tax would be negligible," said Mr. Lang. "We are required to pay for the drainage of about 30 or 40 states with little assistance from the United States government."

F. S. Charlot, of the Cooperage Industries, declared that no industry showed the effect of unrestricted competition any better than that with which he was identified. He pointed out that there are four lean years and one good year out of every five in this line and that so many people go into this business during the one good year that over production and low prices follow each other in quick succession and an unusually high percentage of failures is established.

Walker Wellford, president of the Cooperage Industries and secretary of the Chickasaw Cooperage Company, Memphis, presented the situation from the standpoint of tight cooperage manufacturers as follows:

At present business is good in the tight industry. This is due largely to the demand for containers to carry petroleum and other commodities to the war torn countries of Europe. The export is the principal end of the trade just now.

The tight cooperage industry is over crowded, prices are low and very close. It takes a large volume of business to make a good profit. We have an association that meets to talk over labor conditions and kindred topics, but we always feared a possible violation of the law,

To me it looks as though the only way to make the industry profitable is to have an association or selling organization to control the output. Closer cooperation is necessary, for now it is a case of the survival of the fittest

Mack Morris of the Harlan-Morris Manufacturing Company of Jackson, Tenn., suggested that if there could be government supervision of the cooperage industry to enable coopers to realize six per cent on their investment they would be very happy.

H. B. Weiss, president of the Gum Lumber Manufacturers' Association, told how the united efforts of manufacturers of the Memphis

organization had brought gum up from an undesirable and unprofit able wood to one of the finest cabinet materials in the world, and illustrated the importance of what they had accomplished by emphasizing the fact that fully fifty per cent of the hardwood stumpage in the South is gum. He reviewed briefly the very serious problems confronting the members of the association when the organization was perfected and for some time thereafter, but he declared that everything done by the association had been done above board and with no effort whatever at concealment, with the result that there had been no interference whatever with the association on the part of the government. He also detailed how difficult it was to secure members at first because of the fear on their part that what the association hoped to accomplish would be in conflict with the Sherman law, but he said these fears had been entirely removed and that the membership of the association was rapidly increasing. Continuing, he said:

The attitude of your commission in recommending the immediate clarification of the law to permit co-operation among Americans for export trade is a big step in advance and has carned the warmest praise from all producers of lumber and without doubt every other product.

The work your commission is doing towards making the manufacturer realize the absolute necessity for accurate costs to enable him to determine selling prices that mean a fair return on investment is a great thing for all. Unfair competition heretofore seems to have been confined to combinations in restraint of trade. In our paismess, and I judge in many others, there is a form of unfair competition that seems not to have received the attention it should, and that is the unfair competition of selling lumber far below its cost of production not for the purpose of throttling competitors, nor on account of a depression that temporarily lessens the demand and causes over-production, but because its manufacturer is ignorant of its cost. There can be no fairness to a manufacturer who knows his cost through efficient methods, to force him to compete with one who pursues "catch as catch can' methods. True, such manufacturer pursuing slip-shod methods, will learn in time or invite bankruptcy-but in the meanwhile, the unnecessary waste caused by such as he, and depressing effects his methods cause, are harmful not only to his competitors, but to the public welfare. He, too, as well as those who combine unreasonably to restrain trade, should be dealt with by the federal government.

In the interest of public welfare and conservation of the forests, it seems to me that it would be a really great and beneficial work for our government, through your commission, to investigate the necessity of legislation to control the production of our natural resources—overproduction means waste and depression.

Commissioner Hurley's attitude toward trade associations is appreciated by all business men, and I am sure that every association represented here will go far afield to co-operate and assist the commission in its work of investigation.

John W. McClure, president of the Southern Hardwood Traffic Association, spoke on transportation, emphasizing this as one of the, if not the, most important one single factor in the handling of lumber and forest products. As giving some idea of what this meant in dollars and cents he said that the average cost of transportation is forty per cent of the cost of lumber delivered to the consumer. Continuing he said:

The freight rate is the measure of distance from the market. Any advance in the rate removes the manufacturer from that market, and any reduction tends to bring the market nearer. Reduction of rates is beautiful from an academic standpoint, but we have been so far unable to convince railroad traffic men that lower rates would enable us to market more of our product and thereby conserve our forests.

One of the most interesting bits of information imparted to the government authorities was that given in a bound volume of exhibits presented by W. B. Burke, vice-president of the Lamb-Fish Lumber Company and a representative of the Southern Hardwood Traffic Association. He gave the commission the benefit of the extensive study and investigation made by his company to ascertain cost of production, percentage of marketable lumber sawn from logs and information along other very specific lines. Included in the exhibits filed with the commission were those presented at the harmony conference at Memphis in April, 1915, and in the hearings in cases I. & S. 520 and I. & S. 745 before the Interstate Commerce Commission. One of these exhibits contains photographs showing how the Lamb-Fish Lumber Company burns much low grade lumber for fuel because it does not pay to market it. These particular photographs made a distinct impression on the commissioners as well as on the other representatives of the government. The exhibits had not

been brought down wholly to date by Mr. Burke, but he said that, if the commissioners desired him to do this he would take I leasure in complying with their request.

Edward L. Davis of the Louisville Hardwood Club discussed instability of prices of lumber and gave the reasons why they were unstable and what the government could do in the direction of bringing about a greater stability, as follows:

If the government was a data determining the percentage of each grade of lumber from logs in each section, according to their kind, and the control either for each trought the average cost per thousand are keep them before the mill men. I feel sure the latter would not so often out to be se

The foregoins, would be a sat it would be a more if every sawrind operator and lumber dealer in the United States were required to report to the government four times a year under oath the amount of lumber be has on hand, or nearly as possible as to grade and thickness, the information to be compiled and distributed to all who have furnished report.

Thus we could know how production and demand were keeping company. We could see what particular thicknesses and grades were overproduced and we could stop our mills when we had overproduction as a whole. I feel sure that now we are frequently, through greed or ignorance, running overtime when, if all the facts were known, we would cut less and make more money.

There are other items such as heavy taxation on standing timber, high freight rates, etc., on which the government can help the lumbermen but these have been covered by other gentlemen.

I succeedy hope this conference may be d to improved methods and to better business,

Col. S. B. Anderson told the commission that substitutes on an average have been good but that, taken as a whole, they had not been good in the interest of conservation. He declared that any substitute that prevented the use of the lower products of the log was not in the interest of the lumber business and was also not, in his opinion, in the interest of the general public.

Doctor Parker told the lumbermen that the Board of Foreign and Domestic Commerce is encouraging the lumber industry to take advantage of the situation that will come with the ending of the war in Europe.

Max Sondheimer, representing the National Lumber Exporters' Association, told Doctor Parker that exportation of southern hardwoods at the moment is practically negligible because bottoms are so scarce, ocean rates are prohibitive, and there is an embargo, imposed by the allies, on all woods except ash and oak. Mr. Sondheimer said that foreigners were in real distress for want of lumber but that it could not be sent across the ocean because the rate is now \$2 per hundred as compared with a normal charge of 21 cents from New Orleans to Liverpool. Doctor Parker asked Mr. Sondheimer if members of the National Lumber Exporters' Association competed with one another for foreign business, and Mr. Sondheimer replied: "Competition is so strong that if we meet each other in Europe we do not speak." Mr. Sondheimer further assured the government representatives that what the exporters want is to get an American merchant marine that will make the handling of lumber shipments to Europe possible.

Commissioner Parry asked what had been done toward the establishment of selling agencies for export business and whether efforts in this direction would be quickened if the Webb bill were enacted. He was assured that the representatives of the lumber industry would be pleased with the enactment of the measure and that beneficial results would quickly follow.

The hearing was prolonged to such extent that the government agents were obliged to go from Hotel Gayoso to their train without having seen any of the Memphis lumber mills, as had been planned.

Some statisticians have figured that if you add together the entire population of the four states of Delaware, Arizona, Wyoming and Nevada, and one-third of the population of New Hampshire, the total will still be less than the number of persons engaged in the lumber industry, America's second important industry, second only to agriculture. Sixteen states have a smaller population than the total of lumber workers.



First Move for Oak Association



Friday, November 10, has been fixed as the date and Memphis as the place for the meeting of oak manufacturers from every part of the United States to perfect the organization of the American Oak Manufacturers' Association. Invitations have been sent out to 1,250 oak manufacturers in every part of the United States and Canada asking them to be present and to become charter members of the association and enough responses have already been received to give the impression that the attendance will not only be very large but that it will be quite representative.

A group of Memphis lumbermen have already taken the initial steps in the organization of this association. They made application some days ago for a charter under the laws of Tennessee and this instrument has already been issued. Among the incorporators named therein are: W. A. Ransom, S. M. Nickey, R. L. Jurden, James F. McSweyn, J. B. Stark, and Ralph May.

It is set forth in the charter that the association is for the purpose of exploiting oak forest products and promoting social intercourse among its members. No capital stock is shown.

It may be stated that the American Oak Manufacturers' Association will be modeled along the lines of the Gum Lumber Manufacturers' Association which has proven one of the most successful organizations of its kind in existence. It is hoped by the members of this organization to do for the oak lumber industry what the Gum Lumber Manufacturers' Association has done for gum.

No effort whatever will be made to control prices and the association will seek to avoid any possibility of conflict with the provisions of the Sherman law. However, reports will be secured from its members regarding the amount of lumber on hand from time to time and reports will likewise be compiled showing actual sales of oak lumber and products made therefrom. This information will be distributed for the benefit of all who are identified therewith and the members will thus be far better informed than at present not only regarding the amount of oak lumber on hand but also in regard to the extent and character of demand therefor.

The conviction has been growing for some time that there is going to be a very big foreign business after the war in Europe is over. It is likewise recognized that there will be a number of other important problems to solve in connection with the handling of this foreign business and the association will do what it can to pave the way for a large and profitable business with European countries. But, while a great deal of attention will be devoted to the solution of problems connected with the marketing of oak lumber abroad, the association will take a very active interest in developing increased outlets for oak products in the United States. It will conduct a vigorous and efficient publicity campaign with this end in view, and those identified with the association are confident that, in the light of what has been accomplished by the Gum Lumber Manufacturers' Association, this can be done with comparative ease and with full success.

As giving some idea of the character of the association, it may be stated that the following signed the call for the meeting to be held here November 10: Gayoso Lumber Company, Penrod, Jurden & McGowen, the Green River Lumber Company, the Memphis Band Mill Company, May Brothers, the Memphis Veneer & Lumber Company, Nickey Bros., Inc., and James E. Stark & Co., Inc., all of Memphis; Paepeke Leicht Lumber Company, Chicago; Lamb-Fish Lumber Company, Charleston, Miss.; Mowbray & Robinson Company, Cincinnati; W. P. Brown & Sons Lumber Company, Louisville; Carrier Lumber & Manufacturing Company, Sardis, Miss.; John B. Ransom & Co., Nashville, and the Himmelberger-Harrison Lumber Company, of Cape Girardeau, Mo.

The call itself follows:

The oak industry is the only branch of the hardwood lumber trade that does not have an association to exploit its uses and keep the manufacturers (smillar with the amount of stock on hand.

The undersigned have started the nucleus of an association for this pur-

pose, to become nation wide. Can we count on you to become a charter member and attend an organization meeting to be held in Memphis at the Hotel Chisca on Friday, November 10, 1916, at 10 a. m.?

We need the co-operation of every manufacturer of oak forest products and we can make this the leading association of its kind in the country. The dues will have to be determined at the meeting to be held later, but would probably not be to exceed five cents per thousand. All we want now is your willingness to join.

Closer co-operation among the manufacturers would make this a very small investment for the results attained. Compare your sales for oak now and for the past ten years, and we think that you will agree that there is a great opportunity for results in an association of this kind.

There are no selfish motives involved and we want your co-operation. Oak forest products occupy the third place in point of production. Why not make it occupy third place in point of consumption?"

This organization is regarded as of vast importance to Memphis because this city is the center of the largest oak producing territory in the United States. Memphis has been for many years regarded as the largest hardwood lumber market in the country, and it is suggested by those identified with the new organization that, since Memphis will be its headquarters, this city will become the "oak center of the universe."

Free Port at Copenhagen

The Royal Danish Consulate is distributing throughout this country an illustrated description of the Free Port facilities at Copenhagen. This is run by the Copenhagen Free Port Company, Ltd.

Work on this immense development was begun less than twenty-five years ago and has ever since commanded attention on all sides. The Free Port has long since surmounted the difficulties attending the first years of its growth, and is now utilized to its limits in over-sea trade. The booklet says that Danish waters still are the natural route of traffic to the Baltic countries, and that Copenhagen, notwithstanding the Kiel Canal, holds the commanding position for passage of freight to these countries.

The booklet is evidently gotten out for the purpose of illustrating work which is now being carried on to extend the grounds of the Copenhagen-Free Port Company with warehouses and quays in order that ample preparations may be perfected in time to meet all demands. The company not only carries on the business of the free port as such, but also does a considerable warehousing business, undertaking the storing and transporting of goods within the limits of the port. All rates are levied on the basis controlled by the Danish government.

According to the pamphlet, the chief advantage of the free port is that of being exempt from paying duty when goods are shipped, the duty benig paid on the removal of the goods into the customs territory. Goods for transshipment abroad passing through the Copenhagen harbor will in this way be free of duty and no examination by the customs authorities and clearance will delay and add extra charges to the transmission of the goods.

The booklet, which can probably be secured by applying to any Danish consulate, gives a complete description of the way the free port may be used and its advantages and facilities.

Millions of watches have been sold for one dollar each which it cost only 11 cents to make.—Advertising did it.

A chap who sells a mail order physical culture scheme spent \$30,000 for space in magazines last year.—And he is still at it. Why?

One ready-made house firm used more than \$100,000 worth of space in national magazines in 1915. They get a good price for lumber.—Can you?

The manufacturers of substitute roofings spent over \$200,000 for space in national magazines in 1915.—How many advertisements for wooden shingles did you see?



Lumbermen and the Car Shortage



The car shortage has become a serious matter with lumbermen and they are losing business and money every day for want of cars to carry their product to market. The shortage is general throughout the country, and other industries are suffering; but lumbermen believe that they are not getting their share of the available supply.

In this connection it is proper to inquire into the car situation, in relation to the supply in use, the new cars being put into service, and the old ones going to the scrap pile. This will show to what extent the railroads have prepared and are preparing for the heavy business carried on throughout the country. It requires some time to manufacture cars after the order is given, and for that reason it is necessary to look as far ahead as possible in an effort to anticipate the demands for transportation. There is no doubt that the rush of orders for transportation has caught the railroads in a state of unpreparedness.

RAILROAD AND CAR STATISTICS

Railroads have been increasing their track mileage in recent years, as the following figures taken from reports of the Interstate Commerce Commission show.

Year.	Single Track Mileage.	Total Mileage
1908	233,467	333.645
1909		
1910		351,766
1911		362,824
1912		371,237
1913		
1914	252,230	387,208

The total number of freight cars of all descriptions on all the railroads of the United States in each of the years given above, is shown in the following table which is compiled from Interstate Commerce Commission reports:

		Average Per Mile
Year.	Freight Cars.	Single Track.
1908		9—
1909		9
1910		9 —
1911		9 -
1912		9±
1913		9+
1914	2,325,647	9 +

From 1908 to 1914, both years inclusive, there was a gradual but slow increase of freight cars, and also a slight and gradual increase of cars per mile of single track (not counting double tracks and switches).

NEW FREIGHT CARS

Railroads must constantly purchase new freight cars to make good the losses from wear and wreck. This paper is indebted to Railway Review, Chicago, for figures on which the following table is based, and which shows the number of freight cars bought by the railroads of the United States yearly during the past eleven years:

Years.	No. Freight Cars Bought.	Year.	No. Freight Cars Bought.
	341,315	1911	
1906	310,615	1912	239,900
1907	151,711	1913	144,843
1908	62,668	1914	83,168
1909	185,455	1915	134,578
1910		1916 (10 months) 131,022

The figures for 1915 do not include 27,270 cars sold to foreign countries.

Direct statistics showing the number of freight cars going to the scrap pile from year to year do not seem to be available; but by a process of deduction the approximate numbers may be shown. The number in use each year is known, and also the number added during the different years. Using these numbers as factors the following table has been compiled, giving the number of cars scrapped. The figures in this table should be considered as approximations only:

	No. Freight		No. Freight
Year.	Cars Scrapped.	Year.	Cars Scrapped.
1909		1912	219,862
1910	74,396	1913	
1911	82.891	1914	31,085

Factors by which to make the calculation for 1915 are not at hand. There is great variation in the number of scrapped freight cars for different years, and the reason for it is not apparent, unless in some

years there is extra vigilance in repairing cars. It is known that in 1914 and 1915 many railrends paid particular attention to repairing and rebuilding freight cars. That may explain the comparatively small number going to the scrap heap in 1914.

Apportioning Cars

The foregoing figures show the freight car situation in this country—how many cars there are, how many old ones are dropping out, how many new ones are coming in. But there is one very important matter which is not shown in any of the figures quoted in these tables, and that is in regard to the apportionment of cars among the various industries. One of the complaints most frequently heard from lumbermen is that they are not getting their share of the cars, and that preference is given to other industries. The railroads have for years looked upon lumber as a sort of 'fill-in'' to keep them busy and to produce revenue when other lines of freight hauling were slack. They seem to reason that lumber is not perishable and can afford to wait until it suits the convenience of the transportation companies to move it.

The lumbermen have grown so accustomed to that process of reasoning that they seem to have almost entirely lost sight of their own rights to transportation. They have submitted to damage to their own interests through loss of business, and through idleness of loading crews, while in a great many instances mills have shut down on account of car shortage, while other industries and other products are given the preference and are being moved by the railroads. Too many lumbermen have been accepting this condition as inevitable, just as they accept changes in the weather. But this viewpoint is wrong, and lumbermen should hold the carriers to a ''strict accountability'' for loss of business due to car shortage. There are not cars enough in service, and the transportation companies should build or buy more, and they ought to keep their old equipment in repair and should see that every car is doing its duty.

Instead of doing this, the railroads seem to be devoting their energies toward urging shippers to load cars more promptly and to fill them to their capacity. Lumbermen do not feel that they need this advice or that it is timely. Ninety-nine shippers out of a hundred load promptly and to full capacity, and any attempt to shift to their shoulders blame for the car shortage should be resented. Self-ishness if nothing else would cause lumber shippers to load cars promptly and to full capacity.

THE MEMPHIS MEETING

The meeting at Memphis, Tenn., November 3 and 4, was timely, and the light thrown on the question of car shortage promises to bring results. Commissioner C. C. McChord, of the Interstate Commerce Commission, was chairman, and those in attendance included lumbermen, coal operators, carriers, attorneys, and a few shippers in other lines. The witnesses were not sworn, the inquiry being informal.

In examining the carriers it was brought to light that scarcely any attention had been paid to the service rules of the American Car Service Association, since the shortage really began to be felt, this being in June, and having gradually grown worse. In fact, cars that at present leave southern lines are subject to misuse, and are not returned for months, if at all, in many cases. Some of the northern roads at present have many cars tied up at coast terminals, and have made reprisals on cars of other roads in an effort to keep their rolling stock up to something like normal figures.

In an effort to break up the present practice of using cars for storage purposes for indefinite periods at coast terminals, it was suggested that higher demurrage rates would have to be enforced, and the Illinois Central Railroad, represented by Vice-President W. L. Park, stated that notices had been sent out to the effect that, starting December 1 the usual forty-eight hours free demurrage would be allowed, but that on the first day after that time a charge of \$2 would be made, \$3 on the second day, \$4 on the third day, \$5 on the fourth day and for each succeeding day. Mr. Park stated that the company thought that such a demurrage charge would guarantee

their cars being returned within a reasonable length of time, and would break up the practice of using \$1,500 freight cars for storage purposes.

REVISION OF RULES NEEDED

Every carrier examined stated that a general revision of the car service regulations and demurrage regulations was necessary, and favored these matters being regulated by the Commerce Commission, the varriers having proven conclusively that they 'ere unable to handle them for themselves.

In addition to Mr. Park the other witnesses examined were W. L. Barnes, superintendent of transportation for the C., B. & Q., and C. B. Phelps, superintendent of transportation for the Louisville & Nashville.

A series or seventeen questions as to equipment, causes for the present shortage, and suggestion for remedying the evil, were put to the carriers, the questions having been drafted and placed in the carriers' hands a few days in advance in order to facilitate matters. Those carriers examined, especially the L. & N. and I. C., showed that a goodly percentage of their equipment was on foreign roads, a far smaller percentage of foreign equipment on their own lines, and that it was absolutely necessary to place embargoes on certain classes of cars, principally coal cars, in order to protect industries on their own lines. Every railroad represented claimed that if it had all of its own equipment on its own lines it would have no trouble in keeping down the car shortage, although freights are a little above the fall average due to the general prosperity of the country.

It was shown that a better car mileage a day was being obtained than ever before in the history of the lines, this being made possible through the use of improved rolling stock, block systems, better grades and fewer curves. It is claimed that the shippers have not improved their facilities for loading and unloading to the point where they should be, but that general conditions are far better than they have been.

Some of the carriers apparently are grabbing cars wherever they gain possession of them, regardless of who owns them, and are mak-

ing no effort to return them to the rightful owners. In fact, it appears as though the general tendency is to grab some other carrier's cars because their own cars are being held, and present regulations are not equal to the situation.

The lumbermen and coal men who were represented by J. V. Norman of Louisville, announced that they would not insist on special hearings for their industries, but would aid in the general and broader hearing which included the whole question of car shortage in all industries. It is believed that the resumed hearing at Louisville, which began November 8, will continue several days.

It has developed that there is very little congestion at any terminal points, with the exception of Detroit, and that conditions are due to eastern lines holding cars for export, northern lines holding southern cars, and the South being without rolling stock to handle its traffic. Conditions are far worse than had been even contemplated.

CAR SITUATION ON MANY LINES

Many railroads insist that they could take care of all business on their lines if they could get possession of their own cars. This is hard to do, as the cars are in service on other lines and the process of getting them back is a tedious one. A table was filed containing data of fifty-two railroads, showing the number of freight cars owned by each and the number on it's lines. It appeared that some roads had on their lines many more cars than they owned, while others had many fewer. Some of the items follow:

	Cars (Cars on		Cars	Cars on
Road.	Owned.	Line.	Road.	Owned.	Line.
B. & M				89,127	
New Haven	33,933	42,817	Pa	255,136	250,387
C. & N. E	1,109	3,551	C. C. & O	5,474	2,850
Erie	54,677	65,451	C. & O	44,127	37,832
Long Island	1,327	5,270	N. N. W	47,131	33,667
N. T. C	122,967	153,011	C. & O. & '	T. P 9,418	3,177
C H & D		10,114	Ga S. & F	2,408	1,411
Mich. Central	28,165	35,456	I. C	62,803	52,330
Pere Marquette	15,435	20,797	L. & N	46,134	30,007
C. M. & St. P	65,945	72.957	St. L. S. W	14,419	6,513

The other roads show similar conditions, and it is apparent that freight cars must do a large amount of traveling before they get home.



Experience Talks on Woodworking



After a day's work in the dusty shop or mill a good, long walk in the open air, preferably in the country, will put one in better shape for a night's sleep and for the next day's work. It will be tiresome the first night, less so the next, and by the end of a week will be found restful.

It is said to be much easier to reject a new idea than it is to comprehend it, and many a man who has offered a new suggestion to his boss will mentally certify to this point; but sometimes the boss may have a better comprehension of the idea than you think, and for that reason rejects it.

The right idea is to leave your work behind when you go home in the evening, and, when you find yourself able to do that part well, the next thing to do is to see that you keep it with you while you are on duty as faithfully as you have left it behind.

That "No Admittance" sign is a back number and ought to be abolished, for in refusing admittance to those who might want to come in you shut off the incoming chance for information that a the come in handy.

The man that makes figures and estimates on millwork has to know the capacity of his mill crew mighty well, or else use a large factor of safety, if he would always come out on the right side of the wind-up.

The man that reads the trade papers doesn't know it all, but he has a mighty good chance to know more than the fellow that doesn't read them—and he generally does, too. When a man becomes thorough master of the calling of operating wood-machinery, he generally has much less fault to find with machines than when he is simply learning. This is partly because he is more competent to handle any shortcomings of the machine, but mainly because of his having learned in the course of time that lots of the fault found with machines is really seventy-five percent imaginary.

In making window bead out of edgings at the planing mill, why not do a nice job in molding it and have something attractive as well as useful? Many contractors prefer these window strips molded on one edge, in harmony with the base, and it might as well be made this way at first.

If all manufacturing companies had as much knowledge of the oil-filtering apparatuses as they should have, there would be more of them in use. Even if the oil saved is not so good as it was in its lubricating power, it will do finely for slower bearings, such as lineshafting, etc. The cost of the oil filter is very small in comparison to the value.

Some men never find out that a machine is defective and unnecessarily dangerous till after they get hurt and some lawyer points out the fact to them and advises a suit against the company for damages.

If purchasers would take greater care in setting new machines, and observe more carefully the directions of the machine-builders, there would be fewer kicks to the builders, and fewer sore spots amongst purchasers.



Important Wisconsin Meeting



The regular fall meeting of the Northern Hemlock and Hardwood Manufacturers' Association convened at the Hotel Pfister, Milwaukee, on Friday, October 27. The most important subject before the meeting was discussion of proposed changes in hardwood grading rules. The special committee which met with a similar committee from the Wisconsin association and has been working on the plan ever since, submitted, through George H. Chapman, chairman of the bureau of grades, a summary of what has taken place. Mr. Chapman discussed the question at length.

The following is the report of suggested changes in standard inspection worked out by the committee:

STANDARD INSPECTION

HARD MAPLE AND BEECH

1st and 2nds, no change.

Selects (new rule): Grade to be made from best face of the piece. Selects must be four inches and wider, 8 ft, and over long. Four, five and sixinch strips shall have both edges free of standard defects; pieces over six inches wide shall have one edge free of standard defects. inches wide shall have one clear face; pieces five inches wide, eight to eleven feet long, shall have one clear face; pieces five inches wide, twelve feet and longer admit one standard defect or its equivalent. Pieces six inches and over wide shall grade not poorer than Seconds on one face. The reverse face of 5/4 and thinner will admit sound defects and shall be at least 85% of the grade No. 1 common and the remainder shall grade not below No. 2 common. The reverse face of 6/4-inch and thicker shall admit sound defects, but shall not be below the grade of No. 1 common.

No. 1 common (changes):

Six ft. and over long; not over 30% shorter than 10 ft. Pieces 3" and 4" wide, etc. (no further change).

No. 2 common (no changes).

No. 3 common (no changes).

HARD MAPLE AND BEECH

No. 1 common and No. 2 common (flooring stock) shall be graded from the best face; 3" and wider, 4 ft. and longer. Heart rule does not apply. Percentages of clear face cuttings to be the same as No. 1 common and No. 2 common regular grades; back face of cuttings must be sound.

ASH, BIRCH AND SYCAMORE

Firsts (no changes).

Seconds (no changes)

Selects (new rule): Grade to be made from best face of piece. Selects must be four inches and wider, 6 ft. and over long. Four, five and sixinch strips shall have both edges free of standard defects; pieces over six inches wide shall have one edge free of standard defects. Pieces four inches wide shall have one clear face; pieces five inches wide, eight to eleven feet long, shall have one clear face. Pieces five inches wide, twelve feet and longer admit one standard defect or its equivalent. Pieces six inches and over wide shall grade not poorer than Seconds on one face. The reverse face of 5/4" and thinner will admit sound defects and shall be at least 85% of the grade No. 1 common and the remainder shall grade not below No. 2 common.

The reverse face of 6/4" and thicker shall admit sound defects, but shall not be below the grade of No. 1 common.

No. 1 common, changes-6 ft. and over long.

No. 2 common-No changes.

No. 3 common-No changes.

RIRCH

No. 1 and No. 2 common (flooring stock)--(?)-Shall be graded from the best face; 3" and wider, 4 ft. and longer; Heart rule does not apply. Percentages of clear face cuttings to be the same as No. 1 common and No. 2 common regular grades; back of cuttings must be sound.

BASSWOOD, SOFT ELM, SOFT MAPLE AND BUCK-EYE

Firsts (no changes).

Seconds (changes): Seconds must be 6" and over wide.
Selects (new rule): Grade to be made from best face of piece. Selects

must be four inches and wider, 6 ft. and over long. Four, five and sixinch strips shall have both edges free of standard defects; pieces over six inches wide shall have one edge free of standard defects. inches wide shall have one clear face; pieces five inches wide, eight to eleven feet long shall have one clear face. Pieces five inches wide, twelve feet and longer, admit one standard defect or its equivalent. Pieces six inches and over wide shall grade not poorer than Seconds on one face. The reverse face of 5/4" and thinner will admit sound defects and shall be at lease 85% of the grade No. 1 common and the remainder shall grade not below No. 2 common.

The reverse face of 6/4" and thicker shall admit sound defects, but shall not be below the grade of No. 1 common.

No. 1 common (changes): 6 ft. and longer.

No. 2 common-No changes.

No. 3 common-No changes.

In discussing the question, Mr. Chapman raised various issues on different points. He said he believed that the rules are much better than the present rules, and are a step in the right direction, but he emphasized the belief that the step is far too short. He said: "In other words, I would like to see the changes in the rules extremely radical, but unfortunately I am in a small minority on this phase of the question." In outlining his particular preference and wishes for more radical rules, Mr. Chapman said that he did not think it is at all necessary for the rules for birch and ash to be the same as the rules for hard maple and beech, as these two woods have different uses to a certain extent and some difference in the rules can be accounted for by the use of the lumber. He said he doubts the advisability of asking for any change that means a lowering in grade in firsts and seconds, unless some new grade is made that takes the stock that is laid out of the first grade and equalizes the selling value of the lumber. He said: "I think there is a demand for a better grade than our present seconds. My idea as regards the grade of seconds should be that it be made better rather than poorer. It should be left 6" and wider, and a certain type of seconds that is distinctly a factory cutting type should be taken out of this grade and put into the No. 1 common. I believe that all of us will acknowledge that No. 1 common needs something to bolster it up."

Regarding the grade of "selects," Mr. Chapman emphasized his belief that most manufacturers would find a good deal of lumber that with a No. 2 back would make just as good interior finish as a piece clear on both faces. He added, "My idea therefore is that the back of selects should be poorer, and I am making this suggestion notwithstanding the fact that some consumers have strongly objected to anything poorer than a No. 1 common

Referring to the No. 1 common, he said that the new rules lay out everything shorter than 6', that is in the proposed new rules. He said: "I question this a little because it seems to me that for factory purposes clear 4 or 5' board is worth more than, or as much as, a longer piece that would have to be cut to proportionately smaller dimensions." He said that the omission of the 4 and 5' does seem to appeal to the consumer, and that he personally would have no serious objection to leaving it out, which would mean that 4 and 5', which would otherwise go into this grade, would go into No. 2 common. Here Mr. Chapman made a strong appeal for a greater care in marketing lumber to the proper trade, that is, in finding those particular trades that would take a particular type of lumber, thus cutting the selling cost and increasing the selling price.

Speaking of the results of tests showing that a good deal of the grade of selects would come out of No. 1 common, Mr. Chapman said: "I am afraid that the result is going to be that what is left out of No. 1 common is not going to sell as well as the No. 1 common grade, and my idea would be to improve this grade in order that it be as good a seller or at as good a price, at least, as the old grade, and this can be done by increasing the size of the minimum cut that can be considered in figuring the percentage of cutting." He expressed as his opinion that making the minimum cut 4" wide by 3' long in place of the dimension suggested, would be adding a value of fifteen per cent to the grade.

Mr. Chapman expressed himself as being disappointed at the recommendation on No. 3 common. He suggested making No. 3 common better to the extent of putting into it a small part of the low end of No. 2, and throwing out some of the low end of the No. 3, and then giving what is left recognition in the rules under the proper heading. He objected to having lumber so divided that the product of the log is not given recognition in the rules.

Mr. Chapman closed with the following:

These are my suggestions that I, of course, believe are good, but I know that there are many who feel that I am wrong, and I think that the principal argument against my proposition by those who strongly object to it, is that we cannot put a revision of rules through the National association if the changes are too arbitrary or too marked. I do not think that we ought to pay too much attention to this phase of the question, because although I am thoroughly in favor of supporting the National association to the fullest extent, yet the time has come, I think, when the manufacturer of the lumber should realize that it is up to him whether he gets the most out of his stock or not, and if it comes to a show down, I am willing to break away from the National, but I very sincerely hope that this will not happen.

If we get some changes in our hardwood grading rules during this coming year, we ought to let them alone for several years, and unless we go far enough to satisfy the manufacturer of the lumber for the next, I might say, five years, this agitation is going to continue, and I am thoroughly convinced that the rules, as they are now proposed, would not satisfy the manufacturer of the lumber in a couple of years or so from now.

The final action on the grading rules provided that the work done by the grading rules committee is approved by the association and the matter referred back to the bureau of grades for joint action of the Michigan association, be followed by further report of definite final recommendations in January, these recommendations to be acted upon for final acceptance or rejection, and if accepted to be put up to the National Hardwood Lumber Association.

S. N. Stamats, purchasing agent for the Willys-Overland Company, Toledo, O., representing the buyers of some 500,000,000 feet of lumber, expressed his views on thick stock, saying that a poor back, that is, a No. 2 back, on "select" grade cannot be used in automobile trades as three to four sides show finish and must be clear. He said that in the automobile industry the actual cost of using No. 2 common would be 10 per cent greater than using first and second grades. It was suggested that the main idea on the select grade with the No. 2 back was for one-inch stuff, and Mr. Stamats, of course, had no objection on this material. Mr. Chapman suggested there should be a special grade made for the automobile trade, but that the rules covering furniture and interior finish lumber should not be affected by the requirements of the automobile industry.

W. L. Saunders, representing the Michigan association, took a prominent part in the discussion. He said that Michigan will not object to any recommendations by the organization on the backs for 4/4 and 5/4 select.

TERMS OF SALE

Edward Hines of Chicago led a discussion on terms of sale, which subject was introduced by President Phillips as being just as important as the question of price. Mr. Hines said that when the present terms of sale were adopted originally, borrowing was more difficult than it is now and lumber was not shipped on as long an average haul as it is at present. He maintained that since 1907 the lumber manufacturers have not been in charge of their own business; that there has been too much consideration for the feelings of the customer. He offered some surprising figures on the loss of earning power of money used by customers through discounts, stating that two per cent discount in thirty days amounts to 24 per cent a year, and in forty days to 29 per cent a year. He said that the customer can borrow this money at five per cent and thus makes about 400 per cent a year on this money. He objected to the practice of a customer giving nothing for the guarantee of delivery, which is primarily the purpose behind the discount, and at the same time taking the discount. He cited various examples, showing the result of foolish methods of handling discounts and terms of sale. He showed that the terms are net on most of the material items going into the manufacture of lumber, that stumpage, labor and the plant cost are about 95 per cent net cash. He concluded by recommending a committee to meet with other similar committees and work with the National association on the question of revised terms of sale. This committee was later appointed by the president.

Mr. Saunders said that lumber manufacturers are rapidly coming to the thirty-day net terms.

R. B. Goodman read a paper on "Co-Operation of the Timber Owners," the main theme of which was the effort to get the co-operation of all owners of timber land to the end that they should

share the cost of work with the lumber operators as a strengthening in lumber values means just as much to the timber owner as to each timber operator. Mr. Goodman based his talk on work that is already being inaugurated, in the West particularly, to this end. He traced the development of the modern lumber trade association from the purely operating organization to a publicity and trade extension bureau. He said that in all these efforts the timber owners do not contribute either time, moral support or money in spite of the ease with which their obligation to so contribute either time, moral support or money in spite of the ease with which their obligation to so contribute could be proven. He said that in the northern territory are large tracts of timber owned by the United States government, railroads, large estates and individuals, which all should be actively interested in the special campaign for hemlock and birch. He cited the formation of the Forest Products Federation of the Northwest states, where 6,000,000,000 to 7,000,000,000 feet of cut have been paying for a benefit that accrued to 1,300,000,000,000 feet of stumpage. This plan is to embrace all efforts for the good of the industry under one general head, which would not, however, in any way interfere with the functions or identity of the individual associations.

Mr. Goodman proposed the formation of a similar body to take in the lake and eastern states, and a third body to take in the southern states, and then the final organization of a powerful lumber manufacturers' association to take in the whole.

Following Mr. Goodman's talk, the meeting adjourned for luncheon.

Afternoon Session

The afternoon session was opened by the reading of a paper prepared by M. P. McCullough, Schofield, Wis. In the absence of Mr. McCullough, whose paper handled the question of branding lumber, Secretary Swan read what he had to say. His paper referred particularly to a machine patented and manufactured by J. G. McDonough, Eau Claire, Wis., which was suggested as being the best machine for branding lumber. He referred to the success with which it has met in cypress and southern pine operations, and recommended that a committee of three be appointed for the specific purpose of investigating the matter fully. The motion was carried.

R. S. Kellogg then gave a review of the general market conditions. He said that conditions were never more active than now and building construction and bank clearances show remarkably favorable figures. Among other interesting things, Mr. Kellogg said:

Federal census statistics show that lumber prices, based on the figure received by the manufacturer, were 10 percent less in 1915 than in 1906, an actual loss in the ten years which have marked the greatest advance in commodity prices in the history of the nation in almost every other line.

When it is remembered that the cost of supplies for the camps to say nothing of wages, have advanced from 30 to 50 percent in the past year, it is readily seen that the lumberman is the sole exception to the general prosperity. Here are some figures showing the increase in prices of other commodities since 1914: Coffee, 36 per cent; potatoes, 71 per cent; beans, 75 per cent; canned goods, 100 per cent; metals (26 grades), 107 per cent; gasoline, 68 per cent; lard, 57 per cent; wrapping paper, 82 per cent; iron bars, 117 per cent; copper, 115 per cent; creosote, 150 per cent; pig aluminum, 205 per cent. And these are picked at random from the staples. Unusual commodities run into the hundreds of per cent in gain. September statistics of this year show the following increase over the seven-year average: Bank clearings, 56 per cent; imports, 53 per cent; exports, 234 per cent; a volume bigger than any nation has ever recorded in the world's history. The general level of commodities has advanced 33 per cent over the seven-year average.

The problem of the lumber industry today, however, is not that of getting more for the lumber, but of utilization of the waste. A larger market, assured by scientific merchandising, will solve this problem, by making it possible to avoid the big present waste, a waste chiefly due to the necessity under inactive market conditions, of merely cutting the cream of the forest, to raise money quickly.

He prophesied that lumber will be up a dollar to two dollars until spring at least, and that it is a matter of guessing for any further length of time; that hardwood, particularly for furniture, looks good; that it would be pushed wherever possible, and that

any advance in price to mean anything should exceed the increased cost of production.

E. Λ. Hamar followed Mr. Kellogg with a paper showing various items entering into the increased cost of logging and manufacturing. Mr. Hamar said:

We all remember last year's heavy losses with chagrin, and we are not looking forward to a repetition of that disastrous experience with any degree of pleasure. Why did we operate at all during that year? I remember talking to a manufacturer in another line at that time who seemed to be very much surprised to think we would continue to manufacture at a loss. He asked: "Why don't you shut down?" That is the rub, why don't we shut down when our figures indicate red and are on the wrong side of the balance sheet?

The whole trouble with us is, that we do our figuring afterwards instead of before. We are optimists and not opportunists. I think this is the history of the industry and therein lies one of its greatest weaknesses.

There are a great many ways of figuring the cost of lumber, and perhaps most of them are right; but we cannot get away from the fact that it consists primarily of cost of stumpage, carrying charges, logging, freights, mill operating costs and administration expenses. On a basis of \$2.50 to \$3.00 for stumpage I dare say that nearly all of our members lost money last year and very few are making any this year; (I am speaking now and this discussion deals only with those members manufacturing largely hemlock and the lower priced hardwoods, for there are a number of plants still cutting a large amount of pine and high-priced hardwoods to which these figures would not apply. Conditions have been materially improved this year through foreign intervention. Lumber, however, has been a laggard; so that we have not been as fortunate as the other fellows; especially those manufacturing iron, copper and brass goods. These manufacturers and others have had very handsome advances; while on the other hand, owing to the very same causes, lumber continued down the toboggan well into the last half of the past year, since which time we have had a gradual increase in prices. This increase was forced by conditions over which we had no control, until at the present time we have an advance of about 15 per cent. Compare this with an increase of 10 to 20 per cent in wages and an increase in mill and camp supplies; with the possible exception of hay, of 20 to 100 per cent.

For the sake of arriving at something concrete let us assume that we lost \$1.00 per M last year (I know, of course, none of you will admit to losing that much), add to this loss \$1.00 per M increase in logging and 60 cents increase in operation at the plant, we show that an increase of \$2.60 in price is necessary to let us out even. We have no more than had this advance. Or putting it another way, we might summarize as follows:

	umpage														
	gging .														
	eight														
	wing and														
	lling														
A	iministra	tion			 	۰				 ٠					2.00

Cost of lumber on cars.....\$15.80

These figures are perhaps a good average, and if you will take the figures on cost of production prepared by R. B. Goodman some two or three years ago and add \$1.60 per M to them you will find that they coincide very closely.

Our present selling price of hemlock at \$1.50 to \$2.00 off list prices is netting us about an average of \$15.25 to \$15.50 for all grades No. 3 and better or for the product of the log; and maple is not doing much better. It would appear from figures submitted that it is going to keep us hustling to produce lumber the coming year at our present selling price. In my judgment prevailing prices are \$2.00 a thousand too low. The market warrants an advance, and we are going to get the advance, for we must have it.

There seems to be one thing peculiar to the hemlock business, and that is, that the cost of production keeps up with, and about two jumps ahead of the selling price. Away back in the 90s we were selling for \$9.50 and producing for about the same figure; in 1903 and 1904 we were up to \$12.50 and the cost of production was still playing tag. In 1917 it will cost us \$15.50 to \$16.00 to produce; I am not wise enough, however, to guess at the selling price. Will it take a lumber famine to put prices where they belong, and are we to have a lumber famine? The only reason we have not an over-production right now is owing to the shortage of labor and that shortage is going to continue and become more acute. Therefore, the cost of all commodities will advance. Will lumber?

With a history of twenty years back of us, can we not see that the price of production is going to keep up with, and just a little ahead of the selling price? Shall we strain every nerve to get a large stock of high-priced logs to sell at no profit, or shall we go slow and produce a normal or below normal cut and sell at profitable prices? These are questions to which we should give serious and careful thought.

Secretary Swan gave a talk on a plan for better merchandising, which had for its basis the organization of the Northern Lumbermen's Salesmanship Conference. He outlined the work done in this direction by other lumber associations. The plan contemplates a three days' stop at mills, Merrill, Wis., being the point at which the meeting will be held. The key to the meeting will

be the question of satisfied customers, which is based on a better knowledge of customers' needs and of the stocks the salesman has to sell. A general discussion on the proper way of handling customers according to their varying personalities will take up part of the time.

The question of service is based, according to the announcement of the meeting, on co-operation between the manufacturing and the sales ends of the business, and this must be given greater attention and a greater uniformity of action developed. Sale arguments will be worked up based on competition within the trade, competition with other woods, and on competition with substitutes. It is planned to hold the meeting about a week after Thanksgiving on Friday, Saturday and Sunday, and in each session some manufacturer will be chairman.

The secretary read a letter from Federal Trade Commissioner Parry regarding the influence of car shortage and of other conditions upon the northern business, the question of chronic overproduction being one of the chief points in his letter. He asked as to the effect of the car shortage on the price, and also the effect of the quantity of production on the price; and asked for information as to the production a year ago and prices at the same time.

On motion of R. B. Goodman, the secretary and E. A. Hamar were instructed to reply to Mr. Parry's letter. Mr. Goodman maintained that in spite of Mr. Parry's suggestion, it was possible for lumber manufacturers to conform their plans to slight changes in the general business situation—that it is not possible, merely because of the scarcity of cars, to limit production.

President Phillips appointed a committee on terms of sale, namely, Edward Hines, M. J. Quinlan and C. A. Goodman; and on branding of lumber, E. A. Hamar, H. T. Latimer and George N. Harder.

Mr. Phillips announced that the annual meeting will be held Thursday and Friday, January 25 and 26, 1917, at the Pfister Hotel. It is planned to have the annual dinner on the night of the twenty-fifth.

Following the satisfactory report of the treasurer, A. L. Osborne asked that the members utilize the traffic department more than they have been as that department has cleaned up the urgent outside work and is now in a position to handle the auditing of all freight bills.

R. B. Goodman here took occasion to talk about the general condition of the hemlock market. He said there is developing a much better market for No. 3 hemlock.

The sales managers' committee then gave its report, which told of the various meetings of that body and made various suggestions for co-operation with the manufacturing end of the business. The sales managers' committee reported on market conditions, first for hemlock and then for hardwoods. On hemlock, Mr. Klass said that the hemlock situation has never been so favorable as now; that there are 78,000,000 feet less hemlock than Oct. 1, 1915. He also read a list of the sales managers' ideas of what going prices on hemlock now are. He said that the holdings of 80 per cent of the members in one inch No. 2 and better hemlock shows 7,000,000 feet of dry and 2,000,000 feet of green. The report maintained that now is the opportune time to get more money for hemlock.

J. F. Halpin reported on hardwoods as follows:

Market Conditions on Hardwood

1x4 and up 2 i 1x5 and up 1 i	October 2, 1916. %4" Surface Measure 4/4" face strip \$28.00 5/4" face strip 35.00 6/4" face strip 35.00 8/4" face strip 42.00 10/4" selects strip 36.00 12/4"	FAS	No. 1 \$23.00 23.00 26.00 29.00 33.00 45.00 50.00	No. 2 \$14.00 14.50 16.00 19.00 23.00 30.00 35.00	No. 3 \$10.00 10.50 11.50 11.50 12.00	
BASSWOOD.	4/4" 5/4" 6/4" 8/4" 10/4"	38.00 41.00 43.00 45.00 50.00 52.00	28.00 31.00 33.00 35.00 40.00 42.00	19.00 21.00 23.00 25.00 30.00 32.00	15.00 17.00 18.00 18.00	

SOEW FIN					
SOFT ELM.	4/4"	38.00	28.00	18.00	13.00
	5, 4"	40.00	30.00	20.00	14.00
	6, 4"	42.00	32.00	22.00	15.00
	8/4" 10/4&12/4"	46.00	$\frac{36.00}{40.00}$	$\frac{26.00}{30.00}$	15.00
	10, 4&12/4 4 4" & No				
		ket Bo		ca out	22.00
		cker No.			22.00
		t of the			30.00
$ROCK\ ELM.$					
	4/4"	36.00	26.00	18.00	13.00
	5/4" & 6/4"		32.00	22.00	14.00
	8/4"	46.00	36.00	26.00	14.00
	10/4"	50.00	40.00		
	12/4"	53.00	43.00	D 3 -	05.00
	4 '4" No. 2 4 '4" and 1	& Btr. Thicker	Jacket	Boards	25.00
				3.00 to	35.00
	Dii.			5.00 60	50.00
$HARD\ MAPLE.$					
Int. Points	4/4"	34.00	22.00	17,00	9.00
East Shore		36.00	24.00	19.00	11.00
Int. Points		37.00	24.00	18.00	10.00
East Shore		39.00	26.00	20.00	12.00
Int. Points		40.00	26.00	18.00	10.00
East Shore	6/4"	42.00	28.00	20.00	12.00
Int. Points	8/4"	44.00	30.00	20.00	11.00
East Shore		46.00	32.00	22.00	12.00
East Shore		47.00	37.00	25.00	
East Shore	12/4"	48.00	38.00	25.00	
SOFT MAPLE.					
	4/4"	32.00	22.00	15.00	11.00
	4/4" No. 2 & Btr.				
	5/4" Do	26.00			
	6/4" Do 8/4" Do	$\frac{28.00}{30.00}$			
	5/4 D0	30.00			
ASH.					
and.	4/4"	48.00	36.00	22.00	12.00
	5/4"	51.00	39.00	25.00	13.00
	6/4"	53.00	41.00	26.00	13.00

	8/4" 4/4" No. 2 & Btr.,	56.00 44.00 30.00 15.00 \$31.00 and up, according to
	quality and	
OAK PLAIN RED.	4 / 444	56.00 38.00 24.00 10.00
	4/4" 5/4" & 6/4" 8/4"	60.00 50.00 30.00 12.00
,	8/4"	65.00 55.00 32.00 12.00
BEECH.	1'1" No 9 & Ptr	. 21.00. Interior points means
	,	inland points.
	4/4" No. 3 5/4" No. 2 & Btr	
	6/4" No. 2 & Btr	points on west shore.
	5/4" & 6/4" No.	3 12.00. Lake Michigan and also Upper Michigan.

Mr. Chapman maintained that if members would hold on now they would certainly get better prices. He said that in thirty days the list would be out of date, as the demand is just beginning to develop, and that the change in birch is bigger than in any other hardwood. Birch, he said, should be watched and boosted.

Then came a discussion of the relative increase in price as compared to cost of production. Here he said that going prices on logs are now: Birch, \$17; maple, \$13; beech, \$12; and hemlock, \$13. According to this speaker, everything is up, that is, everything going into the manaufacture of lumber, and prices are still far too low to compensate for the increased cost of making the lumber. He said that there is a 14 per cent increase in the prospective input of logs for this winter.

Following a general discussion on this subject, on which all agreed as to the essential points, the meeting adjourned.



Michigan Manufacturers Meet



7,324 M Net Increase

The Michigan Hardwood Manufacturers' Association held its fall meeting at the Hotel Statler, Detroit, on Wednesday, October 25. There were forty members and several guests present, among them being C. N. Stamats, purchasing agent for the Willys-Overland Company, Cleveland, O. J. T. Phillips, president of the Northern Hemlock & Hardwood Manufacturers' Association, R. S. Kellogg, secretary of the National Lumber Manufacturers' Association were also among those in attendance.

Following the reading of the minutes of the previous meeting and their approval, Secretary Knox in his report read an indication of the activities of the association. He reviewed the excellent basic conditions in the country and went on to report the stock situation for October 1, saying that it makes an excellent comparison with the figures of a year ago. He said that as the cut of hardwoods is considerably decreased the assessment for dues would have to be increased to meet expenses.

There were no reports from the railroad, legislative or employers' liability committees.

Chairman Herman Lunden of the forest fire committee recommended the maintenance of the Forest Fire Protective department for another year and suggested the listing of acreage by members at an early date.

Chief Warden Morford gave a report of the activities of the Forest Fire Protective department. This was accepted.

Coinciding with action taken later at Milwaukee by the Wisconsin manufacturers, the Michigan people after discussing terms of sale, which subject was introduced by a letter from President R. H. Downman of the National Lumber Manufacturers' Association, appointed a special committee consisting of Henry Ballou, O. L. Larson, F. L. Michelson, E. G. Karey and J. B. Deutsch to formulate recommendations to be presented at the next meeting of the association, and then to the National Lumber Manufacturers' Association.

The discussion of dues brought out a motion which carried, providing for future assessments which necessitate amending the

articles on dues in the constitution, including both hardwoods and hemlock on the basis of shipment of not to exceed four cents per thousand feet. On motion, a regular assessment of two cents per thousand feet of hemlock and hardwoods was levied.

On account of the development of entirely different conditions in the upper and lower peninsula, the discussion on uniform woods wages did not get very far.

There followed the adoption of resolutions expressing appreciation of the work of President Downman of the National Lumber Manufacturers' Association, a resolution authorizing the association to furnish the necessary lumber for the complete building exposition at the Grand Central Palace, New York, next month, and then Chairman C. R. Abbott of the market conditions committee read his report, which was accepted and filed after considerable discussion. The report follows:

Report of Market Conditions Committee

A careful study of the secretary's stock reports when boiled down give the net result as follows,—stocks compared with one year ago.

All No. 2 common and better stocks, with the exception of ash, show a decrease as follows:

Beech Birch Rock Elm Soft Elm		2,21 3,479 89-	0 0 1 1
Ash			1 M Increase
No. 3 common	a stocks show the	following incres	M Net Decrease ases and decreases: crease Decrease
Basswood .			257 M 988 301
Birch Soft Elm .		4,7	46
Maple		8,8	370 M 1.546 M 546 M Decrease

Attached you will find detailed sheets covering the above increases and decreases, the water and rail shipments being separated, and in the No. 2 common and better it will be noted that every item has been reduced—a total reduction of water stocks of 19,952,000 feet. Rail stocks have not been so fortunate as ash, beech, soft elm and maple show increased stocks amounting to 4,798.000 feet, and reduced stocks of basswood, birch and rock elm amounting to 2,650,000 feet, or a net increase in the rail stocks of 2,148,000 feet.

The No. 3 common water stocks show a decrease in all woods, excepting birch and soft elm, amounting to 9.060,000, while birch and soft elm show an increase of 1,577,000 feet, or a net decrease of water stock of 7,483,000 feet.

Rail stocks of No. 3 common, like the No. 2 common and better, have not been as fortunate, as every item but one show increases—a total of 14,996,000 feet, while ash has been reduced 189,000 feet, leaving a net increase of No. 3 common for rail shipment of 14,807,000 feet—14,533,000 of this being maple, birch and beech.

Unsold No. 2 common and better stocks are 35,932,000 feet less than one year ago.

Unsold No. 3 common stocks are only 3,040,000 feet greater than one year ago.

The foregoing statistics clearly indicate the healthy condition of the hardwood market of today.

Our sales are in excess of our production for the past year.

It has been estimated that the hardwood production for 1916 will exceed that of 1915 by at least ten per cent, and still stocks are decreased.

This reduction of stock, in connection with the increased production, sold at prices as high and higher than those indicated as being the market values of July 26, 1916, is certainly gratifying.

With stocks reduced and steadily being reduced, and in view of the present labor conditions which clearly indicate considerably higher cost of production and a materially reduced output for the coming winter, we believe the prices indicated by the attached sheets, while materially advanced, truly represent the present market value of our product, and that these prices should readily be obtained and will be obtained, if not exceeded, by a large majority of our members.

We want to caution our members to watch their production carefully in order that they do not over-produce on any particular size or item—a general over-production is impossible.

No. 3 common, while it shows a very slight increase in stock, is largely located where it is available for rail shipments and during the coming months should be rapidly cleaned up at satisfactory prices.

Let everyone bear in mind that the prices indicated in our report must be obtained by the members of this association in the sale of their stock if they expect to get back the additional cost of production.

The increase in the price of lumber has not kept pace with the increase in the price of other commodities, while our cost increase has. If we are not to be favored with a relative increase value on our commodity, let us at least demand and receive the increased cost of production. We certainly must do this if we are to continue in the lumber business on a profitable basis.

The hemlock situation is very strong—stocks are slipping away from us at too low values. We have on hand today but 115,000,000 feet as compared with 181,000,000 feet one year ago. Dry stocks are out of the question and we must depend upon late cut stock to take care of our winter's business.

The present car shortage for which there does not seem to be any indication of immediate relief places yellow pine out of the running as a competitor to any great extent, and our customers must depend almost entirely upon the hemlock producing territory to supply their needs

Our stocks are gradually growing smaller and we have not been getting the values we should within \$1.00 to \$1.50 per thousand feet.

The Northern Hemlock and Hardwood Manufacturers' Association report hemlock shipments for the twelve months ending September 1 exceeded production by 15 per cent.

In spite of the above favorable conditions some of the hemlock manufacturers, particularly on the lower grades, in the attempt to meet competition and hold their trade, have been moving their product at too low values. Let us reconsider.

Lath are strong, showing a decrease in stock of 17 per cent over one year ago.

OCTOBER STOCKS

NO. 2 COMMON AND BETTER
Rail & Water Rail

	Rail & Water		R	ail	Water		
	Incr.	Dec.	Incr.	Dec.	Incr.	Dec.	
ASH—							
Rail			168				
Water	31						
BASSWOOD-							
Rail				1,327			
Water		3,568				2,241	
BEECH-							
Rail			2,428				
Water		2,219					
BIRCH							
Rail				930			
Water		3,479				2,549	
ROCK ELM—							
Rail				393			

Water SOFT ELM—		×94				501	
Rail		309	125			431	•
D 11		7.366	2.077			9,143	
Total		17.535 31	$\frac{4.798}{2.650}$			19,952 2,148	
Decrease Increase		17,504	2.148			17,804	
			3 сомм				
	Rail	& Water	1	₹ ail	M.	ater	
4.177	Incr.	Dec.	Incr.	Dec.	Iner.	Dec.	
ASH -							
Rail		207	,	189			
Water						65	
BASSWOOD-							
Rail		226	249				
Water		(1 ~ ~				1,237	
BEECH-							
Rail	0.070		3,303				
Water	2,058					1,245	
BIRCH-							
Rail					2.7		
Water	4,762				1,291		
ROCK ELM-							
Rail			54				
Water		301				255	
SOFT ELM-			4.00				
Rail	1110				1171		
Water MAPLE—	446				286		
			====				
Rail Water	1 001		7,759			12.533	
water	1,604					6.155	
Total	2,870	1.546	14,996	100	1 5 5 5	0.000	
iotai	1.546	1,040	189		1,577	9,060	
	1,010	* * * * * *	199			1.577	
			14,807	Increase		7 100	D
			X X,001	Mercase		1,485	Decrease
Increase	7,324		7,324				
4.04 13	2 1 1						

After the subject of proposed changes in grading rules was introduced C. N. Stamats, purchasing agent of the Willys-Overland Company, representing the Automobile Lumber Buyers' Association, talked to the members informally. Mr. Stamats particularly emphasized the need for good backs on the grade of select to be furnished to the automobile people. He did not object to the grade, but said that it could not be used by the automobile manufacturer if it contains a reverse side showing anything worse than No. 1 common.

It was promised that his remarks would be given all consideration by the grading rules committee.

On motion of Mr. Abbott, the secretary was instructed to secure a report each month from every member as to his shipments.

The meeting then adjourned for luncheon, after which Chairman Saunders of the grading rules committee presented his report. Following is the report substantially in full showing the recommendations for changes:

Report of Grading Rules Committee

Hard Maple and Beech—Firsts and seconds, no change. Selects (new rule): Grade to be made from best face of the piece. Selects must be 4 inches and wider, 8 feet and over long. Pieces 4 inches wide shall have one clear face; pieces 5 inches wide, 8 to 11 feet long, shall have one clear face; pieces 5 inches wide, 12 feet and longer, admit one standard defect or its equivalent. Pieces 6 inches and over wide shall grade not poorer than seconds on one face. The reverse face shall not be below the grade of No. 1 common.

No. 1 Common—(Changes.) Six feet and over long. Not over 30 per cent shorter than 10 feet. Pieces 3 and 4 inches wide, etc. (No further change.)

No. 2 Common-No changes.

No. 3 Common-No change.

UNDER SPECIAL INSPECTION

Hard Maple and Beech—Nos. 1 and 2 common (flooring stock): Shall be graded from the best face; 3 inches and wider, 4 feet and longer. Heart rule does not apply. Percentages of clear face cuttings to be the same as for Nos. 1 and 2 common regular grades; back face of cuttings must be sound.

STANDARD INSPECTION

Ash, Birch and Sycamore—Firsts (no changes). Seconds (changes): Seconds must be 6 inches and over wide.

Selects (new rule): Grade to be made from best face of piece.

Selects must be 4 inches and wider, 6 feet and over long. Pieces 4 inches wide shall have one clear face; pieces 5 inches wide, 8 to 11 feet long shall have one clear face. Pieces 5 inches wide, 12 feet and longer admit one standard defect or its equivalent. Pieces 6 inches and over wide shall grade not poorer than seconds on one face. The reverse face shall not be below the grade of No. 2 common.

No. 1 Common-Changes: Six feet and over long.

No. 2 Common-No changes.

No. 3 Common—Changes: No. 3 common must be 3 inches and over wide, 4 feet and over long, and must contain at least 33½ per cent of sound cuttings. Minimum width of cuttings 1½ inches and no cutting considered which contains less than 48 square inches.

UNDER SPECIAL INSPECTION

Birch—Nos. 1 and 2 common (flooring stock) shall be graded from the best face, 3 inches and wider, 4 feet and longer; heart rule does not apply. Percentages of clear face cuttings to be

the same as for Nos. 1 and 2 common regular grades; back of cuttings must be sound.

STANDARD INSPECTION

Basswood, Soft Elm, Soft Maple and Buckeye—Firsts: No changes. Seconds (changes): Seconds must be 5 inches and over wide.

Selects (new rule): Grade to be made from best face of piece. Selects must be 4 inches and wider, 6 feet and over long. Pieces 4 inches wide shall have one clear face. Pieces 5 inches wide, 8 to 11 feet long, shall have one clear face. Pieces 5 inches wide, 12 feet and longer, admit one standard defect or its equivalent. Pieces 6 inches and over wide shall grade not poorer than seconds on one face. The reverse face shall not be below the grade of No. 2 common.

No. 1 Common-Changes: Six feet and longer.

No. 2 Common-No changes.

No. 3 Common-No changes.

After short talks by Mr. Kellogg and Mr. Phillips, the meeting adjourned.



Tree Growth During Darkness



Fallacy, foolishness, and fact are all found mixed together in popular opinions of forests and their activities. It is pretty hard to tell where the notion originated that trees do their growing at night. That belief finds adherents among people who cannot be classed as ignorant, and it is not impossible that respectable authorities might be quoted to sustain that view. The opinion is based on a half-truth. That is, trees do some of their growing during darkness, if other conditions are favorable; but they grow also in the light; but to say that their growth is by night and not by day is making a statement which would be pretty hard to substantiate.

A recent issue of the Southwestern Electrician discussed this matter somewhat cautiously, but positively asserted that trees do not grow in the daytime. It said:

It is a fact worth noting that when an arc light is placed in such way that a tree will be under its rays all night, the tree inevitably loses its virility and dies. Just what the cause is we are unable to say, unless it lies in the fact that trees, to grow and thrive, must have a certain number of hours darkness out of each twenty-four. The laws of nature are exactly and evenly balanced. It has been proven that a human being grows only in the daytime, and that trees grow only at night.

The same belief is held by a good many other people. It may be that a strong electric light falling on a tree for a long time will kill it; but even that is doubtful. If it were so, a well lighted city, like Washington, D. C., would have no street trees, yet Washington has 90,000 in full and perfect vigor, and the death rate among them is so low that a dead tree is unusual. When a dying tree is found near an electric light, it would be good policy to examine the gas mains near its roots to see if leaking gas below the ground rather than electric light above is not responsible for the tree's drooping appearance. If no gas is found, take a look for insects.

WHEN TREES GROW

The modus operandi of tree growth is so well known that a general description is superfluous. It may be summarized, however, by stating that the green leaves manufacture the material of which the wood is made, and this material is carried by water (sap) from the leaves downward to every part of trunk and stem, just beneath the bark, and there a thin layer of wood is formed each season. That is where the tree's growing takes place—just beneath the bark.

The water which carries the building material from the leaves to the place where it is needed, has served its purpose and is no longer needed. The tree gets rid of it one way or another. Most of it passes out through the bark by small openings called lenticels. Usually it passes away as vapor and no one sees it; but sometimes this water escapes so profusely that it falls in drops from the branches in sufficient quantity to dampen the ground beneath.

Nearly every observant person who has passed through a forest of broadleaf trees in the warm days of early summer has noticed this dripping water. It answers the question whether trees grow or not by day. The dripping water actually is a measure of the growth going on. It is the sap being rejected after the building substance has been extracted. Every drop of water that oozes through the bark and falls represents a small particle of wood that has just come into existence under the bark. It is daylight work chiefly, but the process does not necessarily cease with the coming of darkness.

PROOF FROM THE POLAR REGIONS

North of the Arctic circle there is, according to common saying, "six months day and six months night." That condition does not hold on any known land area, but the year is halved by light and darkness at the pole, while on the northernmost land the sun shines continually during several weeks. In some of those regions there is rank vegetation during the short summer. All the growing is done during the light, for as soon as the sun disappears below the horizon the cold is too great to permit any growth.

Robert E. Peary, the discoverer of the North Pole, told the writer of this article that he had seen thickets of willow growing on the northern coast of Greenland, and he spoke particularly of their very rapid growth during the one long summer day which constituted their whole growing season. These willows were hundreds of miles north of the great ice sheet which covers most of Greenland.

In northern Norway there is a considerable period of unbroken day each summer, and it is then that the alders, aspens and birches do their growing.

It would be useless to tell the miners in Alaska, who raise little gardens during the two months of summer, that the radishes and lettuce do their growing at night.

One trouble with the accepted idea that honesty is the best policy comes from the fact that it is diluted with about 50 per cent of selfishness. The man who takes to honesty because it helps serve his ends is only half way honest at heart, and it is only he who sticks to honesty when he is tempted by chances of personal gain to lay it aside who is the truly honest man.

Real courtesy in business correspondence hinges on the language used in the body of the letter and is not necessarily dependent upon stereotyped forms of greetings and superfluous assurances of esteem in closing phrases. Useless appendages can be eliminated from correspondence and still all the elements of courtesy retained.

H. H. HITT LUMBER CO.

— Manufacturers of —

"TENNESSEE VALLEY HARDWOODS"

Hardwood L U M B E R



Hardwood FLOORING

DECATUR, ALABAMA

"Oak Flooring Specialists"

We're selling satisfaction along with our Lumber. Let us prove it by shipping you some of the following stock:

Quartered White Oak

27,000' 4/4 1st & 2s 93,000' 4/4 No. 1 Common 32,000' 4/4 No. 2 Common 12,000' 4/4 Clear Strips

Plain White Oak

38,000' 4/4 1st & 2s 73,000' 4/4 No. 1 Common 42.000' 4/4 No. 2 Common

Plain Red Oak

47,000' 4/4 1s & 2s 88,000' 4/4 No. 1 Common 23,000' 4/4 No. 2 Common 45,000' 5/4 1s & 2s 11,000' 5/4 No. 1 Common 28,000' 6/4 No. 1 Common

Ash

37,000′ 4/4 No. 1 Com. & Btr. 8,000′ 8/4 No. 1 Com. & Btr. 6,600′ 12/4 & 16/4 Com. & Btr.

Poplar

19,000' 4/4 1s & 2s 38,000' 4/4 No. 1 Common 27,000' 4/4 No. 2A Common 64,000' 5/4 Com. & Btr. 43,000' 5/4 No. 2A and No. 2B 18,000' 8/4 Com. & Btr. 2,500' 8/4 No. 2A Common

Red Gum

13,000' 4/4 1s & 2s 15,000' 4/4 No. 1 Common

Sap Gum

125,000' 4/4 ls & 2s 180,000' 4/4 No. 1 Common 85,000' 4/4 No. 2 Common

Bay Poplar

132,000' 4/4 1s & 2s 89,000' 4/4 No. 1 Common 64,000' 4/4 No. 2 Common

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L. P. BARBER 4532 Wayne Ave., Philadelphia, Pa. Representative



The Lumberman's Round Table



Attention to the Stock List

Some hardwood men find that it pays to send out to prospective buyers lists of the stock which they have on hand, and others do not apparently profit a great deal from the operation of this plan, judging from the lack of regularity with which they use it.

The difference in the results is often to be explained in the way in which the list is gotten up. The lumberman who puts into it everything that he thinks will interest the buyer, and who makes it easy for the latter to interpret his statemen, will probably hear from his sales efforts along this line; while the concern which gets out a list which is confined simply to a statement of kinds, grades and thicknesses of wood, and lets it go at that, is not likely to be kept busy entering orders as a result.

In the first place, if there are any special features about certain items, such as lengths or widths, age, etc., these should be noted. Railroad rates from the mill to leading markets should also be indicated, and if prices are to be quoted the delivered prices f. o. b. those points should be set down. The idea is to enable the buyer to get at the facts with a minimum of figuring.

Another thing is to get out the stock list with some degree of regularity. It takes a certain amount of time and trouble to go over the yard and see just what is on hand, and this often results in delay; but if you can get customers in the habit of looking for your list, and getting a complete showing of your stock before them at a given time every month, you can be pretty sure of getting attention for it.

One other point that needs emphasizing is based on an apparent hesitation to list stock which is held elsewhere than at the mill or principal yard. It often happens that the location of a certain lot of lumber is especially favorable to a movement to a particular customer, and if it were listed a sale would surely result. Consequently it is a good plan to show the exact location of every item, because this will help rather than hurt.

The Motor Car and the Log Buyer

Although some people, including those who operate mills in the South, have an idea that "Indiana oak," like the famous dodo bird, is extinct, cold figures prove that a good many hundred million feet of oak and other hardwoods are still produced in the Hoosier state, in spite of the fact that the assertion that Indiana timber was all gone was familiar as long ago as twenty years.

The truth of the matter is, of course, that while the stumpage that is available is much less than formerly, there is still enough timber to supply the mills which are continuing to operate. The principal difference between conditions now and some years ago is the reduction in the number of small mills. The little fellows, not having the organization to go far afield for their timber, have dropped out of the business, but the more important concerns appear to be able to log their mills just about as successfully as they ever did.

The interesting part of it, too, is that the size and quality of the logs have not gone down a great deal. Perhaps the average is not so high as heretofore, but a surprisingly large number of fine trees, as good as any ever produced in the heyday of lumber manufacturing in Indiana, are still to be felled, so that the characteristics of Indiana hardwoods are not in much danger of disappearance.

The proposition of logging a mill in a state like Indiana is simply one of going further and hauling the logs a longer distance. Lots of timber are smaller and less accessible, and that in turn means that the cost of delivering them at the mill is greater than heretofore. But it is fair to assume that the increased value of hardwood lumber more than offsets the larger expense involved in procuring logs.

In this connection it is interesting to learn that the automobile is playing an important part in the work of supplying Indiana millmen with logs. One manufacturer said recently that his investment in a Ford runabout for his log buyer had been a good one, and that the latter was now covering a great deal more territory, and getting back off the beaten paths in such a way as to uncover a good deal more

material. Each mill is thus going farther from its base to get its logs, but with the aid of motor cars and better roads and improved railway facilities the problem is being met with little difficulty.

All of which would seem to indicate that those who are making and marketing Indiana hardwoods will be able to supply their trade for a good many years to come.

High-Grade Residence Trim

People who can afford it are beginning to realize the great advantage of using wood freely in the interior of their residences. The ordinary house, especially the kind which is "built to sell," has comparatively little woodwork, and that of inferior quality; for it is a strange fact that many people who would not accept imitation mahogany furniture are quite pleased with interior trim of that variety.

But a growing knowledge and appreciation of good woodwork is in evidence, and one may now find some extremely handsome interiors, which show that owners who have the price are not stinting when it comes to the proper embellishment of their homes. For there is nothing else that can approach the rich, warm, intimate atmosphere of a room paneled with a fine wood.

A RECORD correspondent was recently in a home on the North Shore in Chicago which was splendid from this standpoint. The outer door was of finely figured oak, and the great halls were trimmed in the same material. The big living room, probably 20x30 feet, had paneling of Circassian walnut, finished a dark brown. The music-room on the upper floor was trimmed in mahogany, to match the fine piano which it contained. Incidentally, illustrating the influence of interior trim on cabinet work, the talking-machine which stood in the hall was of oak, to accord with the material of that part of the house.

This residence has been in use for a couple of years, and it is one of the best proofs of the advantage of fine hardwoods for interior trim to say that the paneling probably looks better now than it did at first; for good wood wears well and holds its looks for generations—something which cannot be said for most other materials.

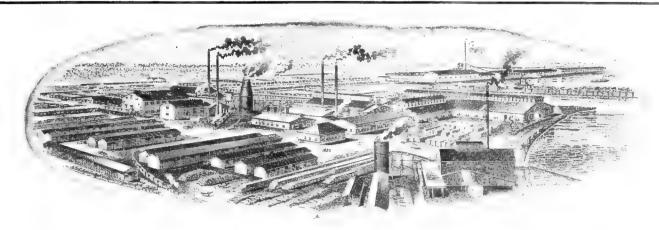
The New Purchasing Agent

I'ntil a comparatively short time ago the purchasing agent for a big woodworking factory in the Middle West was known to the salesmen who waited upon him as "Old Frozen Face." He was the original human iceberg, and if he had ever cracked a smile in the presence of a lumberman, it was not down in the little book. His idea was to scare the people who tried to sell him so badly that they would not dare to ask him the regular price.

The man who sits in the office now is his exact opposite. He is courteous, even genial; treats salesmen as if they were human beings, and when he can't buy he tells them so in such a way that they manage to feel good about it. In short, he's a regular fellow.

It doesn't appear that his firm is getting any the worst of it because he is decent to the men who are after his business. On the other hand, the chances are that his methods constitute a definite asset; for while, under the old regime, a salesman would have been overjoyed to slip Old Frozen Face a few choice lemons, he now delights to "tip off" the new purchasing agent to market changes and other information which he thinks will be of service. That means that the buyer is able to protect his house, and to act with a better knowledge of conditions than his predecessor ever had.

Purchasing agents as a whole have waked up to the fact that the best plan is to know as much about the other man's business as he does, if possible; and the way to accomplish this is to take the part of his friend rather than his enemy. Such a plan, incidentally, strengthens mightily the position of the salesman who really can make constructive suggestions, and whose solicitation is not a cut-and-dried, stereotoyped affair. He will always find the "Welcome" sign out at the office of the purchasing agent of the new school.



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"Peerless" Rock Maple, Beech & Birch Flooring and are said by Jealers to hold trade. We NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

The Mail Bag

B 1070—Wants Locust Treenails San Francisco, Cal., Oct. 25.—Editor Hardwood Record: Can you put me in communication with some large manufacturer of locust treenails for ship construction work? Thank you in advance for whatever you may do.

B1071—In the Market for Hickory Buffalo, N. Y., Oct. 28.—Editor Hardwood Record: We now want some high-grade hickory, and if you can suggest to us a section of the country where there are any appreciable stocks of these items, we would appreciate it very much.

B 1072—Seeks Oak
San Francisco, Cal., Oct. 28.—Editor HARDWOOD RECORD: We are unable to secure sufficient 1x10" and up dry FAS quartered oak and 1x12" and up dry FAS plain oak. Can you help us?

Clubs and Associations

Veneer and Panel Manufacturers to Meet The National Veneer and Panel Manufacturers' Association will hold its annual meeting at the Auditorium hotel, Chicago, on December 12 and 13. On December 11 there will be a special meeting of panel manufacturers. The report of the special committee appointed at the last meeting to devise some new plan of organization, and the report of the grading rules committee, will constitute the most important business.

Memphis Club Meeting
The semi-monthly meeting of the Lumbermen's Club of Memphis, held
at the Hotel Gayoso Saturday, October 28, was given over largely to discussion of traffic and trade matters growing out of the proposed hearing before Commissioner Parry, held here October 30, and the investigation of the car shortage to be conducted at Louisville, November 4. John W. McClure, president of the Southern Hardwood Traffic Association, gave a brief account of his visit to Washington and of his appearance, accompanied by other lumbermen, before a member of the Interstate Commerce Commission, during the course of which he submitted the resolutions adopted at the conference of lumbermen held here October 20 in connection with the acute shortage of cars in the hardwood territory and during which it was arranged that the investigation should be made at Louisville on the date indicated. He gave members of the club an idea of the character of information desired by Commissioner McChord and urged that prompt steps be taken looking to its preparation, as the time was so short before the investigation was to be made. He believed that the lumbermen could make a stronger impression by going to Louisville in large numbers than in any other way and expressed the hope that the club would be well represented.

James E. Stark briefly explained the scope of the hearing before Commissioner Parry, while John M. Woods, president of the National Hardwood Lumber Association, announced the committee he had selected to represent that body at that particular hearing.

It was decided by unanimous vote that the small amount of money left over from the campaign fund raised for Col. S. B. Anderson in his race for the presidency of the National Hardwood Lumber Association should be given to the Associated Charlties of Memphis.

Col. Woods made a brief talk during the course of which he predicted that this would be the best year in the history of that organization. He said that he considered himself exceptionally fortunate in being able to secure the services of some of the best lumbermen in Memphis on important committees, and declared that, in his opinion, the inspections rules committee would have an exceptionally important report to submit at the next annual of the association. Col. Woods is not very much in sympathy with the participation of the government in business, but he is a strong believer in the idea that business men should devote a great deal of time to seeing that the proper men are elected to congress and to State legislatures and that the proper laws are placed on the statute books of the individual States and of the nation, and he delivered himself in very strong terms along this line.

S. B. Anderson was called upon to tell how it felt to be the defeated candidate in the race for the presidency of the National Hardwood Association, and he won much applause by saying that, if Col. Woods felt any better than he did, he must be feeling "mighty fine." He also created much amusement by saying that he made the race only for the purpose of preventing the incumbent from being defeated.

I. G. Nervig, Chicago, a prominent member of the cooperage trade, said that business in his line was exceedingly good at the moment and that the outlook was satisfactory. He expressed much pleasure at being present.

There were fifty-nine members and visitors present at this meeting. S. M. Nickey presided while the usual luncheon was served.

Chamber of Commerce Meeting

The Chamber of Commerce of the United States of America will hold its fifth annual meeting January 31 and February 1 and 2, at the Willard hotel, Washington, D. C.

The Colors of the Republic

The good fellowship meetings of the Lumbermen's Association of Chicago were resumed on Thursday noon, November 2, at a luncheon at which the speaker and guest of honor was the Rev. Mr. George Craig Stewart, L. H. D. Mr. Stewart presented a new conception of patriotism in a vitally manly address on the subject of "The Colors of the Republic."

While the season is still rather young for full attendance at these gatherings, there was a very good crowd of lumbermen present to applaud the speaker's remarks.

With the Trade

Death of Prominent Cleveland Hardwood Man

John Low Sands, secretary of the F. T. Peitch Company, one of the largest hardwood concerns in the Cleveland district, died at his home. 15503 Clifton Boulevard, November 3. Mr. Sands had been ill for two

years, at the beginning of which he gave up work. He had been connected with the Peitch interests for the last five years, following the closing of the Robert H. Jenks Lumber Company. of which he was manager of the hardwood departments.

He had been prominently connected with the lumber business of northern Ohio for more than a decade, and during his career made a host of friends. His first job was with R. E. Wood of Baltimore, and his first insight into the lumber business was in the mills of that firm in West Virginia. Making good, he was given a road position, and from this beginning he developed into a salesman of rare ability. He was a graduate of Yale University.

Funerat services were held at his late home in Lakewood, November 6, at which leading members of the hardwood industry and many visitors who were in Cleveland attended. Mr. Sands is survived by his widow and two brothers.

Large Chimney Completed

The largest sawmill chimney in the state of Wiscorsin was completed at Rib Lake last week. The chimney, which is of brick construction, was built by the Alphons Custodis Chimney Construction Company of New York City for the new modern sawmill of the Rib Lake Lumber Company, which mill will be ready to start operations in about another month.

This chimney is 165 feet high, 14 feet 10¼ inches in diameter at the bottom and 7 feet 9 inches in diameter at the top. It rests on a solid concrete foundation, reinforced with steel, 20 feet square. 9 feet thick and has a dead weight on same of 364 tons. The chimney in question is guaranteed to withstand the dead and wind loads of the column when exposed to a wind velocity of 100 miles per hour.

Cincinnati Firm Loses Shipload of Mahogany Logs

Word was received in Cincinnati last week by the Freiberg Lumber Company, manufacturer of mahogany and veneers and extensive importer of fine woods, that the steamship Willipa, of 1,200 tons capacity, loaded with mahogany logs for the Cincinnati concern, had foundered on the reefs of Cape Gracias, off the coast of Nicaragua. The logs were valued at \$30,000 and fully insured.

The cablegram stated that the crew of twenty-three men was saved, also Supercargo James Raugh. How the ship foundered is not known. Captain Charles Johnson of New Orleans was in charge of the ship.

The lost cargo was the first of 8,000,000 feet of mahogany logs that the Freiberg company has arranged to import to the United States. The ship was insured for \$125,000.

New Arkansas Mill

As a result of the recent decision of the Arkansas Railroad Commission, cancelling the special rate given the Moline Lumber Company of Malvern, Ark., by the Rock Island, that company finds it necessary, in order to cut down expenses of moving logs to erect a new sawmill nearer its timber to work up low-grade stock. It has therefore been determined to erect a new hardwood mill at Velie, Ark., which is situated on the Rock Island near the company's main timber holdings. The new mill will be equipped with a circular saw and will have a daily capacity of 25,000 feet, and will be used to saw up the low-grade hickory, gum, oak and other hardwood logs. In addition to the mill will also be erected a large commissary, boarding house and several dwellings for the employes. The

lumber will be carried on a yard at that place, but will be sold through the regular sales office at Malvern,

This company has recently purchased several million feet of gum and cypress timber which, together with the already large amount held by it, equips it for several years' run. The new plants will be finished and ready for operations, according to the plans, within sixty days.

Makes Change to Former Company

C. W. Tunis announces that he has severed his connection with the Probst Lumber Company of Cincinnati, as manager of the hardwood department, and has again taken charge of the C. W. Tunis Lumber Company of Ashland, Ky., and has moved the office to the Bell block, Cincinnati. Mr. Tunis says that his company will handle West Virginia and southern hardwoods and will specialize in dimension for the furniture, wagon, plow and automobile trades. He will also handle an extensive line of railroad and industrial requirements in ties, timber, car stock and plank.

Great Merger of Wagon Factories

Initial steps toward a merger of twenty or more of Cincinnati's leading wagon factories into one corporation were taken at a meeting of two dozen prominent wagon manufacturers at Cincinnati last week.

The plan contemplated is to organize a company, with a capitalization of \$500,000, to engage in the manufacture of wagons and auto trucks for

all purposes. It is planned to build one central plant and also to operate branch plants in different sections of the city. Many of the plants now in operation will be utilized as branch plants; others will be abandoned éntirely.

The project has been under way two months and now seems certain of realization since twenty firms already are favorable. Others are expected to join in the venture before the final details are perfected.

One of the leading promoters of the plan, designated as the spokesman of the meeting, said that the object of the contemplated big merger was to decrease the overhead cost of production and bring about a higher state of efficiency in the various units that will be parts of the parent organization.

To Attorney Emil Hauck has been intrusted the task of preparing the necessary legal papers for organization. Another meeting will be called in the near future to ratify the proposed agreement among the several owners and to effect an organization by the election of officers and a directorate.

Among those who spoke in favor of the merger at the meeting were Fred Dhonau, Jr, president of the F. Dhonau Son's Company, L. J. Froelicher of the A. Froelicher Son's Company, Michael Klopp of Phillip Klopp & Sons, George Finn of the J. Finn's Sons' Company, and J. H. Lewis, Harry W. Monning and H. Burdoff, individual



THE LATE J. L. SANDS, CLEVELAND

wagon manufacturers.

Moving spirits of the enterprise said after the meeting that the plan was an assured success.

Irregularities in Connection with Tennessee Failure

The failure of John M. Smith Company, a large hardwood lumber operator at Dickson, Tenn., has been the most startling happening of the kind in this territory, affecting the lumber trade, in a number of years. Mr. Smith had been connected with large lumber concerns at Dickson, and some two years ago entered business on his own account, being one of the most popular men in this section. The first chapter in the collapse of the company came during the latter part of October, when it was announced that an assignment had been made, with liabilities of \$71,000 and assets of \$118,000. Nashville firms were hit for about \$10,000, those included being Lieberman, Loveman & O'Brien, Love, Boyd & Co., Ewing & Gilliland, Baker, Jacobs & Co., and others for small sums. Discovery of irregularities in failure to list liabilities caused an investigation. The National Bond & Investment Company of Chicago, having a claim of approximately \$21,000, was among those investigating, it being stated that this was due to Mr. Smith having collected on invoices for lumber. After the assignment had been made Mr. Smith could not be He had been in Nashville a day or two earlier. Following the sensational developments Nashville creditors followed an involuntary petition in bankruptcy against the company, and brought the matter into the United States district court at Nashville, H. T. Cowan of Dickson has been appointed receiver for the company. Up to this week nothing could be learned as to the whereabouts of Smith, although the bonding company and various creditors have been making energetic efforts to locate him. He was at one time connected with the hardwood trade at Nashville, but had been at Dickson five or six years.

E. C. Atkins & Co. Changes Managers

H. T. Benham, who through his years of service as advertising manager of E. C. Atkins & Co., Inc., Indianapolis, Ind., has built up a wide

acquaintance among the saw-using trades, has resigned, his resignation having taken effect November 1.

T. A. Carroll, who for a number of years has had charge of the trade service department, working in conjunction with the advertising department, has become advertising manager in Mr. Benham's place.

West Virginia Plant Destroyed

The Bluefield Hardwood Manufacturing Company, Bluefield, W. Va.. lost its entire plant by fire on the night of October 26, entailing a money loss of from \$50,000 to \$60,000. The plant was erected about four years ago and was equipped with the most modern machinery for turning out various types of furniture. The principal product was kitchen cabinets.

Big Virginia Timber Purchase

Twenty-two thousand acres in Buchanan and Russel counties. Virginia, have been purchased by parties said to be representing the Rockefeller interests. Ten thousand acres were sold at nine dollars an acre, while the remaining 12,000 brought ten dollars an acre. It is not established definitely for what purpose the land is bought.

One Way Out

The following item coming from Lick Creek, W. Va., shows that if things become too strenuous in the lumber business there is at least one hope for the lumbermen:

"Lick Creek, W. Va., Oct. 29.—The Petrey Lumber Company has closed down on account of being busy seeding."

Expect Better Conditions After Creditors' Meeting

A meeting of creditors of the Knabe Brothers Company, piano manufacturers, operating a large plant in Norwood. O., was held last week and a creditors' committee appointed and authorized to coöperate with the management of the company until what is said to be a stringency in its affairs was passed. About thirty creditors were present. The concern has had considerable trouble in recent years in long litigation over the use of the name Knabe, and a recent court decision in favor of the plano company, it is believed in the course of time, will put the concern upon a better business basis. It is stated that arrangements are under way to add new capital, about \$30,000 being promised by various stockholders. All creditors are said to be friendly.

Seeking Texas Hardwoods

If the plans of the W. A. Stark Lumber Company of Memphis are carried out, it is probable that extensive development of the hardwood resources of eastern Texas will be inaugurated in the near future.

W. A. Stark, president of the company, recently investigated the situation in the vicinity of Beaumont with the view of constructing a large mill at that place. It is stated that there is an inexhaustible supply of hardwood timber in the southeast portion of Texas and the south west part of Louisiana. It was stated by Mr. Stark that the hardwood forests of Tennessee, Arkansas and Mississippi, within a distance of one hundred miles or more of Memphis, are now exhausted and that it is therefore necessary for his company to seek new sources of supply of logs.

The railroad freight rate applying on logs are lower in the Beaumont territory for the same distances than those that are in effect in the Memphis territory. An effort will be made by Mr. Stark to induce the small yellow pine mills to cut the hardwood timber upon their respective tracts along with the yellow pine, 'and to ship the hardwood to the company's proposed mill.

Jesse Dayton Crary

Jesse Dayton Crary, founder, publisher and director of the New York Lumber Trade Journal and old-time member and one of the founders of the New York Lumber Trade Association, died, November 1 at his Brooklyn residence from a complication of diseases. Mr. Crary, who had not been well since the spring of 1914, was confined to his home for several months prior to his death. He leaves a widow, Mrs. Mary D. Crary and two sons, Paul Stewart Crary and Jesse Dayton Crary.

Mr. Crary was born in Mystic, Conn., January 27, 1853. He was educated in the public schools at Mystic and later graduated from Hall's School, Ellington, Conn., and the Schofield Commercial College, Providence, R. I. On November 24, 1885, he married Miss Mary Dent Steith of New York.

Mr. Crary started business in a lumber yard at Mystic, Conn. He remained in the lumber business until 1886, being located at various points and in important positions. At that time he formed with Tucker David the organization which published the New York Lumber Trade Journal. Later he acquired Mr. David's interest and for the past twenty-five years, he and Mrs. Crary have owned the corporation.

At the beginning of his journalistic career; that is, the year in which he founded the journal, Mr. Crary instigated the formation of the New York Lumber Trade Association, and was one of the fifteen original incorporators and was its secretary for many years.

Mr. Crary was well known in many of the eastern states and was prominent in business and church circles. He maintained a summer home at his birthplace and delighted in yachting and other aquatic recreations.

Funeral services were held from the late residence, 410 Grand avenue, on Friday, November 3. Interment was at Mystic.

Grand Rapids Plant Goes to Holland, Mich.

Work is progressing and the removal in the plant of the defunct Holland Veneer Works at Holland, Mich., which will house the Veit Manufacturing Company of Grand Rapids, manufacturer of bank, library, office and public building furniture, of cabinet work, high-grade trim, store furniture, etc. The Veit Manufacturing Company was organized fifteen years ago and has an annual output of some \$200,000.

Wisconsin Factory Expanding

The Medford Veneer Company of Medford. Wis., is getting ready to manufacture various wooden articles such as will enable the utilization of the waste accumulated in the manufacture of commercial veneer. A standard bushel farm crate will be one of the principal articles and other lines will be developed as the new work progresses.

May Rebuild Wisconsin Mill

According to report regarding the Phelps operations of the Hackley-Phelps-Bonnell Company, the large mill which was destroyed by fire early in October will be rebuilt next spring. It is understood that a portable mill will be put in this winter and timber will be cut out not only for outside sale but for manufacture at the mill in the spring. The logging camps, it is reported, will run all winter, cutting a big cut ahead for the new plant.

Grand Rapids Firm to Move Into New Plant

It is announced at the Nelson-Matter Furniture Company, Grand Rapids. Mich., that the company is about ready to move into its new plant. A large part of the equipment and the old factory will be moved to the new building and replacement will be made where new machines are more desirable. The factory in all respects will be one of the most modern in Grand Rapids.

Wisconsin Mill Nearing Completion

With the setting of the final section of the big steel plant of the Langlade Lumber Company of Antigo, Wis., this big hardwood manufacturing organization will be a long way toward completion. At the time Hardwood Record goes to press, the siding, floors and other structural work on the mill and buildings are just about finished, as has the grading for the initial planing mill structure. The plant will be equipped with about two hundred tram cars, and the tracks for these cars are now about all in.

Stave Company Incorporates in Arkansas

The J. H. Hamlin & Son Stave Company, a corporation with head-quarters at Portland, Me., which has been operating in Arkansas for several years, has recently been converted into an Arkansas corporation under the name of J. H. Hamlin & Son. Articles of incorporation for the new concern have been filed with the secretary of state of Arkansas, showing a capital stock of \$450,000. The company is now employing in Arkansas the sum of \$118,000. The headquarters of the concern will remain in Maine.

Pertinent Information

More Profit Out of Plain Oak Than Quartered Oak

The Log of the Lab, published by the Forest Products Laboratory at Madison, Wis., has devoted its September number to oak. Among other things it recounted the result of a mill scale study of oak carried on at Proctor, Ark., where the interesting point was established that plain sawed oak is a more profitable line of manufacture than quarter-sawed oak.

A brief summary of the experiment showed that from the viewpoint of conservation oak should be plain-sawed because quarter-sawing increases waste in the form of slabs, edgings, trimmings and sawdust, and also in sawing boards a quarter-inch full, whereas plain-sawed boards are only 5/32-inch full.

The plain-sawed white oak in this study was smaller and more defective timber than the quarter-sawed, so that for comparison it was necessary to use plain-sawed red oak and quartered white oak. Based on the selling prices furnished by the company co-operating, the net profit including interest charges per thousand feet net lumber tally, was \$7.17 for plain-sawed red oak and \$11.28 for the quarter-sawed white oak. This comparison does not take into consideration the rate of production.

In the first case it was 4,154 feet per hour and in the second only 2,086 feet. On this basis the profit becomes \$29.78 per hour for plain-sawed and \$23.52 for the quarter-sawed, or a difference of 26.5 per cent in favor of the plain-sawed oak.

Foreign Lumber Trade in August

The department of commerce figures on the lumber trade for August show that during that month we actually bought more lumber than we sold. The imports of lumber and lumber products, including Spanish cedar, mahogany, pulpwood, round wood and other materials, totaled \$7,762,782. The imports of mahogany were divided between the United Kingdom, \$50,818; Central America, \$51,762; Mexico, \$74,261; British Africa, \$14,600, and other countries, \$55,175. During the same month the sales abroad in all lumber and kindred products totaled \$5,248,189. Of course there is one big item, that of wood pulp in the imports.

Of the exports softwoods totaled 69,647,000 feet, and hardwoods 14.-

487.000 feet. In hardwoods oak led with 4.768,000 feet; gum followed with 1,909,000 feet; poplar came next with 408,000 feet, and all others classified totaled 7,402,000 feet.

The report for August, which of course is not a normal report, shows that Cuba was the largest single purchaser, leading with 19.152,000 feet. Next came the United Kingdom, 17.039,000 feet. Other countries taking substantial amounts in the order of importance are: Australia, Central America, Mexico, South America, West Indies (besides Cuba), Spain, Italy, Denmark, Africa, Philippines, China, France and Norway.

American Lumber in Europe

At the Forest Industry Conference, Portland, Ore., October 25, the matter of America's share in supplying Europe with lumber after the war was a topic that brought out a thorough discussion. Among those who took part in it was E. E. Pratt, chief of the Bureau of Foreign and Donestic Commerce.

He predicted that the huge demand for this class of material would amount to a billion dollars during the first year after the close of hostilities, and stated that a large proportion of the grades desired would be for temporary construction and rebuilding, wood paving blocks, rough construction, railway ties, car building, etc. No doubt, also, there would be a continued and increased demand for the finer grades of American lumber, particularly hardwoods.

American lumbermen were told that there would be not only an opportunity but a duty to sell their products during the coming period when the destruction wrought by war would have to be repaired. In a survey of the sources of supply, the speaker said:

vey of the sources of supply, the speaker said:

It is easy to anticipate what countries will compete for the privilege of supplying this lumber. We can not expect to do all the business. We shall be lucky if we are able to do even a major part of the business. In the year 1913 we shipped more wood products than any other country in the world, amounting to a total of \$115,000,000 worth in all. In the same year Russia shipped \$88,000,000 worth; Sweden, \$84,000,000, Austria-Hungary \$68,000,000, Canada \$50,000,000, Finland \$47,000,000, Germany \$26,000,000, Norway \$24,000,000, Roumania \$5,000,000. The total European exportation, therefore, amounted to \$392,000,000 and the combined Canadian and American exportations amounted to \$165,000,000, making a total from these, the chief lumber exporting countries of the world, of approximately \$550,000,000. Of course, all this lumber did not go to Europe. Sweden, Norway, Germany, and Austria shipped lumber all over the world, but naturally the great bulk of their output went to Europe.

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went to Europe.

We know that the rebuilding of Poland and western Russia will absorb Russian energies for some time after the close of the war. We know that Germany is using up her forest reserves; we know that Norway has long been overcutting her annual growth. We can therefore safely predict that the greatest European competition will come from the mills of Sweden and Finland. These countries are icebound during six months of the year, usually from October to May. The lumbermen of this country can readily see, therefore, the possibilities and the responsibilities that lie before them.

Maple Sugar Industry of Canada

Consul E. V. Richardson, reporting from Moncton, New Brunswick, says that Canada as a whole produces annually, according to recent statistics, about \$2,000,000 worth of maple sugar. Of the total yield during the five years 1908-1912 the United States took 99 per cent of the sugar and 50 per cent of the sirup. In that period the aggregate export was 8,685,000 pounds of sugar and 20,000 gallons of sirup, with the province of Quebec the chief producer. In the maritime provinces the value of the maple tree, except as a factor in the lumbering industry, has hardly yet begun to be appreciated and the making of maple sugar and sirup has never been undertaken in a systematic manner. Nevertheless there are a few farmers who find the unfelled maple a source of profit.

Temporary Injunction Granted

Judge Frank A. Youmans of Fort Smith, Arkansas, Judge Walter I. Smith of Council Bluffs, Iowa, sitting with Judge Jacob Trieber of Little Rock, Arkansas, in the United States District Court at that place on Saturday, October 28, granted to the Chicago, Rock Island and Pacific and the St. Louis, Iron Mountain & Southern railway companies a temporary injunction against the members of the Arkansas Railroad Commission to prevent that body from enforcing its tariff on lumber and rough rice by bringing suits in the state courts against the railroads for penalties for overcharges where rates higher than those provided by the commission are charged. The injunction also applied to shippers who claim to be aggrieved by reason of the alleged overcharges.

The suit in the federal court is the outgrowth of suits which have been filed in the state courts against the railroads for making charges higher on certain shipments than the rates provided in the Railroad Commission's Standard Freight Distance Tariff No. 5. In the Memphis Freight Bureau case, decided on May 9, 1916, the Interstate Commerce Commission held that the rates on interstate shipments could not be more than one cent per hundred pounds higher than the intrastate rates on the same commodity. Following this, the carriers above named prepared tariffs on lumber, logs, bolts, staves and rough rice, to become effective August 1, 1916, which were in most instances higher than the rates provided for in the state commission's tariff. Immediately after the new rates prepared by the carriers were put into effect, at the request of the members of the Arkansas commission, suits were filed in the state courts where the higher rates were charged, alleging overcharges and asking for penalties under the law which range from \$500 to \$3,000 for each offense. The total amount of the penalties sued for in these cases exceeds \$25,000.

After a futile effort on the part of the railroads' attorneys to get an agreement from the railroad commission to allow the state court prosecutions to stand until the question of the carriers' rights to make such charges could be determined, the railroads on October 11, 1916, filed sult in the federal court at Little Rock, asking for the relief which was given October 28.

In the formal decree entered by the Federal judges on October 28 the railroad commission was restrained from enforcing its Standard Freight Distance Tariff No. 5 in so far as it applies to lumber, logs, bolts, staves and heading, rough rice and hardwood logs, until further order of that court. The commission and others were enjoined from bringing suits under the overcharge statute to collect penalties for overcharges until it has been determined by the court whether the carriers can lawfully make the charges they are now making.

Second Examination for Lumber Commissioners

Dr. Pratt, chief of the bureau of foreign and domestic commerce, announces that as the government and lumber officials who have charge of the examination for candidates for the five positions were not satisfied with the results obtained from the first examination, a second trial will be held on November 22. The examination will be held at a number of larger cities and applicants will be examined at the most convenient points.

As announced prior to the first examination, the duties of the trade commissioners will be similar to those of commerce agents and special agents of the development of commerce in foreign countries. They will consist of investigation of foreign markets and foreign production as bearing on the opportunities of American producers and manufacturers—the demand and competition which will be met in European countries. It is desired that persons appointed should be good investigators, capable of preparing readable and informative reports. They must necessarily have a good knowledge of all phases of American lumbering and lumber utilization, and must have command of at least one foreign language.

It is announced specifically that experience in connection with the lumber business will be considered more important than scientific training in forestry. Practical experience in the manufacture and sale of lumber is desired; the ability to address public gatherings is also desirable.

Persons, to meet the requirements, who desire to take the examination should apply for form 375, stating the title of the examination for which the form is desired. Application should be made to United States Civil Service Commissioner, Washington, D. C., the secretary of the United States Civil Service board, P. O., Boston, Mass., or to the same official at the postoffice in Chicago, Philadelphia, Atlanta, Ga., Cincinnati, St. Paul, Seattle or San Francisco; at the custom house in New York or New Orleans, and the old custom house at St. Louis. The exact title of the examination is given at the head of the examination, namely, "Trade Commerce, Bureau of Foreign and Domestic Commerce, Department of Commerce," is to be given on the application form. Applicants must be twenty five years of age or over.

Nicaragua's Supply of Crossties

A report by Consul John A. Gamon on the forest resources of Nicaragua points out that in the future that country will be in a position to furnish large numbers of crosstles. Few have been cut in that region,

The best woods available for ties are madera negra, nacascola, guyacan, nispero, quebracho, guachipilin, vainillo, guiliguiste, guapinol, mora, granadillo, almendro, coñancuba, gavilan and chiquirin. The weight of these woods will average sixty-three pounds to the cubic foot. Of the woods listed, madera negra is probably the best for crossties. The average life of the woods mentioned is from eight to ten years in roadbeds without ballast, but they will average from ten to twelve years in

One million ties could be furnished yearly at Conseguina Peninsula and a similar quantity on the coast section from Rio Tamadindo south to San Juan del Sur.

Hewed crossties are used on the Ferrocarril del Pacifico de Nicaragua, and measure 6 by 8 inches by 7 feet (minimum), and cost 28 cents placed alongside the rails. A man who is in the tie business states that ties measuring 6 by 8 inches by 9 feet would cost approximately 40 cents each. Other persons in the hardwood business believe that hewed ties could be laid down at ship's side for about 30 cents each if shipped on the coast or in the Gulf of Fonseca, exclusive of export duties. For ties carried to Corinto by rail there would be an added freight charge of about 27 cents and a wharfage charge of 85 cents per ton. The cost of loading ties should not exceed 2½ cents each.

Timber for the Trenches

The London Timber News says that the cry from the front is for munitions and timber. An almost unlimited supply of wood for the repairs and consolidation of newly-won trenches and communication ways is required, and vast quantities are being supplied for this purpose by both France and England. Generally, the work of felling and converting the timber required for this purpose is being carried out by battalions of Canadian woodmen, several of which are now busily engaged both in England and Scotland in felling some of the finest and most suitable pine woods. Already about 1,550 woodmen from Canada are at work, and two more battalions are either on their way or about to start. At Windsor much good work has been energetically carried out, while in

the New Forest felling suitable timber, that is being converted for many purposes in connection with the war, is being engaged in. In connection with the felling of British-grown timber several, so far eight, sawmills, typical of the Canadian lumbering industry, have been sent to this country, and it is interesting to watch with what precision and ease the work of converting the trees into railway sleepers and boarding is being carried out.

Lumbering Prospects in New Brunswick

Consul E. V. Richardson, who is stationed at Moncton, New Brunswick, under date of October 17, 1916, says that lumbermen in the portion of the Province of New Brunswick that lies along the Strait of Northumberland and the rivers tributary thereto, are reported to be making preparations for a bigger cut on the Miramichi waters this winter than last. The increase is expected to be substantial, and already crews are going into the woods to start operations.

The cut on the Miramichi, the river that near its mouth supports the towns of Newcastle and Chatham, amounted last year to 68,200,000 superficial feet; the estimate for this season's cut is over 90,000,000 superficial feet. One concern alone anticipates cutting 12,000,000 superficial feet for the mill at Nelson, near Newcastle, and will probably provide the Victoria mill with a like amount.

There has apparently arisen no marked difficulty in finding labor for lumbering operations in this part of the Province. Farther west, however, along the St. John river, labor is said to be scarce, and it is believed that French Canadians from Quebec Province, with perhaps some foreign labor, will have to be brought into New Brunswick to enable the lumbermen to get their stock down to the mills with ordinary dispatch and in requisite quantities.

The lumber market at present is firm and good prices prevail.

Borneo's Forest Resources

The British province of North Borneo is preparing to exploit its forest resources and has employed an American, D. M. Matthews, to take charge of the forests. A survey has been made of a large tract whereby an estimate has been made of the quantity that may be cut per acre. This averages 16,000 board feet. It is nearly all hardwood of tropical types. An experienced botanist has been employed to catalogue the species, many of which are practically new in the timber world, though generally similar to the timbers of the Philippines. It is expected that the largest and most constant market for Borneo woods will be found in China. It is not believed that much competition between Borneo and American lumber will result in the Orient, since we send softwoods principally, while most tropical timbers are hardwoods.

High Price of English Ash

The demand for ash in aeroplane work in England has raised the price of the native wood threefold since the war began. The British builders claim that the ash which grows in England is much superior to all other woods in the construction of frames. Trees under sixty years old are not made into aeroplane stock, and the best ash comes from trees above one hundred years old. Tall trunks and straight grain are demanded. The call for wood of that class has been so great that the native ash of England is rapidly disappearing. So critical are British aeroplane experts that Irish ash cannot pass inspection, though in climatic and botanical grounds there ought to be little difference between the ash wood of the two countries. The same experts who reject Irish ash, likewise turn down American spruce. None the less, our spruce is being bought by the allies for aerpolane stock by millions of feet a month. Unless it were a pretty good wood it would not go at that rate, and keep on going.

How to Make Ebony

True ebony is the wood of the ebony tree, a kind of persimmon. There are several species. On the continent of Europe they make ebony out of apple wood, thereby increasing its value four or five fold. Of course, it is not ebony, but it passes for the genuine article, unless it is inspected by experts. The old orchards of the United States contain enough apple wood to supply a large market for false ebony.

Do Wooden Fences Injure Health?

In the city of Washington a campaign is going on against the wooden fence, and it is accused of facilitating the breeding and spread of disease. The particular object of the attack is the vertical plank wall, air tight and about eight feet high. It encloses many back yards, jammed together so tight that the ground never drys and the foundations of the fences are always damp and moldy. Such fences are probably unsanitary and certainly unsightly; but there are wooden fences of other kinds against which no just accusation can be made. An iron, stone, brick or concrete fence would be just as unsanitary under similar circumstances. It is not the fence, but the trash which accumulates round it, that is unsanitary. A neglected fence is never a thing of beauty nor a promoter of health.

The Wood Came Back

For some years sycamore from the British Isles found a ready market in Germany and considerable quantities went there. An item of return trade was harewood, which sold in England at a high price, and there was good demand for it. Lately it has been discovered that the costly and prized harewood for which Englishmen have paid such generous prices was nothing more than the English sycamore treated by a dyeing process which changed its color. The operation is so simple that the

English will in the future dye their own sycamore instead of sending it to Germany to be colored.

Growing Bamboo for Pulp

In Malay there is a species of bamboo which grows 120 feet high in forty days. It is one of the most rapid growers among vegetables. The discovery has been made that it makes good pulp for paper, and its possibilities as a source of paper are being discussed. Several crops can be grown in one season, and each crop is a veritable forest ready for the paper mill.

Why Brown Oak Is Brown

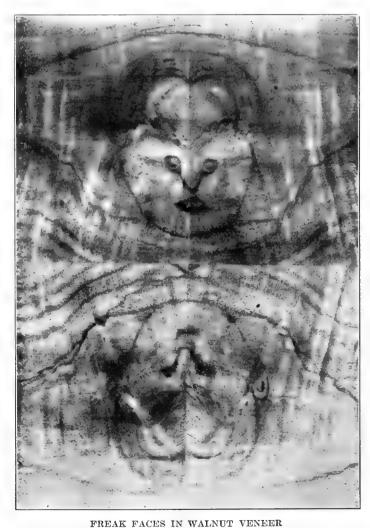
The brown oak, which is famous in England and sells for exorbitant prices in American furniture factories, is justly famous for its beauty. No wood ranks higher and few cost more. Its rich but subdued color is justly praised by those who appreciate rare colors. But why is it brown? An English scientist has discovered that the tone is due to fungus which has penetrated the tree from bark to heart and filled every fiber. The fungus does not seem to promote decay or in any way lessen the strength or affect the durability of the wood.

Nova Scotia Lumber Shipments

Nova Scotia appears to be meeting with unusual success in exporting lumber, both spruce and hardwoods, during the war. Other American countries and provinces have seen their lumber exports decline in spite of efforts to maintain them; but Nova Scotia has found means to hold its exports up to their former level or even increase them. This has been accomplished by securing vessels to carry lumber across the seas. Some of the vessels are smaller than those usually found in the lumber trade, but high freight has made the carrying business profitable and has kept lumber moving.

Brazilian Lumber Seeks American Market

A lumber dealer in Para, Brazil, desires to get in touct with American importers of lumber, especially of cedar and "pau rosa," according to a late trade report. The latter is used for making piano cases, and also perfumery from the extract obtained by crushing it. The address of the dealer can be obtained at the Bureau of Foreign and Domestic Commerce or its district or co-operative offices by referring to file No. 79896.



This was recently received in a shipment of walnut by the Logansport
Furriture Co., Logansport, Ind.

Hardwood News Notes

=≺ MISCELLANEOUS >---

At Shelbyville, Ind., the style of the Excel Furniture Company has been changed to the Tindall Dorsey Furniture Company,

The Consolidated Package Box & Lumber Company has been incorporated at New York City, while the Empire Woodworking Company, that city, has become an involuntary bankrupt.

The Maxson Lumber Company of Milwaukee, Wis., has increased its capital stock to \$65,000.

At North Milwaukee, Wis., the Schneider Furniture Company has become an involuntary bankrupt.

The Brown-Colburn Lumber Company has started a wholesale hardwood lumber business at Green Bay, Wis,

It is announced from Keyser, W. Va., that H. G. Fisher has been appointed receiver for the Richardson Furniture Company.

The Moeke Planing Mill at Zeeland, Mich., recently suffered a \$16,000 fire loss

The Clement Veneer & Lumber Company with \$50,000 capital has been organized at Pamlico, S. C. The company will build a plant with 30,000 feet daily capacity and will specialize in poplar veneer for the furniture trade

The Aroostook Moulding Company has been incorporated at Presque Isle, Me.

The Hice Manufacturing Company has started a wholesale lumber business at West Jefferson, $N.\ C.$

——— < CHICAGO >———

E. M. Vestal, vice-president and secretary of the live southern manufacturing concern, the Vestal Lumber & Manufacturing Company. Knoxville, Tenn., was in the city November 9.

H. B. Sale of the Hoffman Brothers Company, Ft. Wayne, Ind., spent Wednesday in Chicago on his way north. Mr. Sale managed while in the city to sell a fine bunch of walnut.

Dan Baird of the D. W. Baird Lumber Company, city, returned this week from a little business trip to New York. He found the big city had a lot of money and everybody seems to be trading with all parts of the world, including Mississippi, Missouri and Oklahoma. He successfully introduced the Kraetzer preparators in several foreign countries. He reports the retail hardwood lumber business is very active—the wholesale business not as aggressive as it was thirty or forty days ago.

The Cartier-Holland Lumber Company, Grand Rapids, Mich., announces the removal of its offices on November 1 to Suite 804 Grand Rapids Savings building.

Hans Dierks of the Dierks Lumber & Coal Company, Kansas City, Mo., spent a busy day in Chicago last week on his way to New York. He put in considerable of his time discussing a new band mill outfit for the new mill at Dierks, Ark. It is likely that a Filer & Stowell outfit will be installed, driven by Allis-Chalmers' motors.

Among the recent prominent visitors to Chicago were: John M. Woods, East Cambridge, Mass., president of the National Hardwood Lumber Association; C. H. Barnaby, Greencastle, Ind.; E. V. Babcock, Pittsburgh, Pa.; T. M. Brown, Louisville, Ky., these gentlemen attending the meeting of the executive committee of the organization of which Mr. Woods is the head.

Senator Hatten, who runs the Hatten Lumber Company at New London, Wis., told a short time ago of the resignation of J. S. Landon, who had been sales manager of the Hatten Lumber Company, and before that was in charge of sales for the Barker-Stewart Lumber Company, New London, Wis.

O. T. Swan, secretary of the Northern Hemlock & Hardwood Manufacturers' Association, Oshkosh, Wis., and his assistant, Roger E. Simmons, spent a few days in Chicago last week.

Charles Dregge of the Nichols & Cox Lumber Company, Grand Rapids, Mich., was in the city recently and appeared well satisfied with lumber conditions.

George D. Griffith of George D. Griffith & Co., Lumber Exchange building, returned to the city about a week ago after visiting some of the hardwood mills in northern Wisconsin.

—≺ BUFFALO >-----

Buffalo building work is going ahead at a more active pace than in 1915 and the month of October showed total costs of permits of \$972,000, as compared with \$856,000 a year ago, a gain of nearly 20 per cent. The year as a whole is ahead of last year.

M. M. Wall, O. E. Yeager and H. P. Taylor were in Washington late last month in attendance at a hearing on the transit privilege before the Interstate Commerce Commission.

The new Buffalo Lumber Dealers' Association is now located at 616 Prudential building, where Secretary K. C. Evarts is busily employed looking after the interests of the members. The association plans to do quite a little missionary work in educating the public as to the

superiority of lumber for many uses, and this educational campaign is bound to assist in the popularizing of hardwoods,

The Atlantic Lumber Company is quite busy, but finds the car shortage growing acute in the South. A new lumber storage shed is to be built at the yards this fall.

Taylor & Crate have lately bought a number of Pierce-Arrow motor trucks, which will be used in connection with the yard on Elmwood avenue. Several new buildings are soon to be put up at the yard.

Blakeslee, Perrin & Darling report that the demand for hardwoods is led by oak at present to a larger extent than for some time, and prices are growing firmer.

T. Sullivan & Co. state that hardwood trade slowed up to some extent just before election, but the retail demand for lumber is good and prices are very firm.

B. F. Ridley has been in Canada lately in the interest of Davenport & Ridley, who have bought a million feet of white pine crating lumber, for which there is an excellent sale.

G. Elias & Bro. state that business is fairly good in hardwoods and about as active as a month ago. A. J. Elias has returned from a short business trip to the West.

Miller, Sturm & Miller are finding business a little more active. It is distributed fairly well over a number of hardwoods, with a good part of it in plain oak.

The Hugh McLean Lumber Company reports that ash is especially strong at present and the demand for it is on the increase. Plain and quartered oak is holding its own.

The Yeager Lumber Company states that the hardwood trade has not been showing the snap of some months ago, but is fair at present. Car shortage is not causing the trouble here that is reported elsewhere.

The Standard Hardwood Lumber Company looks for a strong market in hardwoods this fall on account of the growing car shortage at the South. The yard has a good general assortment on hand.

=≺ PITTSBURGH >=

W. D. Johnston, president of the American Lumber & Manufacturing Company, and his associates will start their big hardwood operation at Lenox, Ky., about December 1. They are building an electrically equipped mill there and have a 20-years' cut of hardwood ahead.

The Duquesne Lumber Company is getting a very good business largely from the manufacturing trade. Its one complaint is that cars are extremely hard to get.

The Aberdeen Lumber Company reports that it has 500 cars of gum and cottonwood ready for shipment, but that it can not get one car where it should have five. Its agent has been in the Southwest for several weeks, trying to stir up activity at shipping centers, but is having little success.

The Mutual Lumber Company finds the automobile and furniture business excellent. Prices on these woods are advancing steadily, according to Manager II. E. Ast. Maple is up \$5.00 per M, and ash and hickory are very scarce and going higher in price.

The C. E. Breitweiser Lumber Company is getting a very fair trade in hardwoods, and finds that the eastern market is improving somewhat and its business with manufacturing concerns is gradually getting better.

The J. C. Cottrell Lumber Company would be happy were it not for the labor troubles and the car shortage. It has shut down its hardwood mill in Virginia for a short time because it could not get cars on the N. & W. R. R. to move out its lumber.

Two new lumber firms were announced in Pittsburgh the first of the month. A. P. L. Turner, a well-known wholesale lumber salesman, is now in the wholesale business for himself at 5121 Jenkins Arcade. For the past two years, Mr. Turner has been an official of the Acorn Lumber Company of this city. Previous to that time, he was connected with the Babcock Lumber Company for two years, and before that was, for several years, identified with the Witmer & Craig interests here. Mr. Turner will handle the interests of the Burton-Schwartz Cypress Company of Perry, Fla., the Albion Lumber Company of San Francisco, Cal., the Consolidated Sawmill Company of St. Louis, the J. W. Wells Lumber Company at Menominee, Mich., the Central Warehouse Lumber Company of Transfer, Minn., W. T. Ferguson Lumber Company of St. Louis, and the Stillwell Lumber Company of Chicago.

The Tionesta Lumber Company, the other new concern, is located at Suite No. 1112 First National Bank building. Its members are all experienced lumbermen. William Smearbaugh is president. He has been for many years engaged in the lumber business and the manufacture of boats and barges in northern Pennsylvania. Secretary H. E. Kelly is of the third generation of the well-known Kelly family. The stockholders are large owners of mills in Pennsylvania, Virginia and West Virginia and on the Pacific coast. This makes the company especially well prepared to take care of any line of wholesale lumber business.

-----≺ BOSTON >=

M. Walter Hart of Boston died November 1, after long confinement in the hospital. Although only forty-one, he was an active factor in the trade of New England, having been identified with large hardwood interests in this city prior to entering business on his own account nearly fifteen years ago. Coincident with the first indications of failing health

and overwork about four years ago, commercial misfortunes overtook him, and his many friends deeply regret the suffering and untimely death of this young and popular representative of the hardwood trade.

After much investigation and experiment it has been decided to floor the large new freight station at Worcester, Mass., with hardwood flooring as the most desirable material obtainable for the purpose.

Examiner LaRoe of the Interstate Commerce Commission will hold hearings at Boston during the current month on the New England lumber rate case

Perley R. Eaton, who has for years had his headquarters at Fitchburg. Mass., is to open a Boston office at 50 State street.

The auction sale of the entire real and personal assets of the Geo. W. Gale Lumber Company of Cambridge was held October 24, and while it was an essential step in liquidation by the committee of creditors which has endeavored to operate the business without success, the results of the sale were unsatisfactory, as it was not possible to secure reasonable bids.

=≺ BALTIMORE >=

With the sinking of the Johnston Line steamship Rowanmore, presurably by a German submarine, on her voyage from Baltimore to Liverpool, a considerable quantity of lumber has been lost. How much lumber was aboard the steamer, which practically always carried shipments of hardwoods, spruce and other woods, is not stated and will not be divulged for several weeks, but as few vessels have been taking out lumber from this port during the war, the Johnston Line ships have usually had consignments of considerable size. The embargo upon the manifests was prompted chiefly by the belief that knowledge of the contents of ships' cargoes is conveyed to the German military authorities in some way and that certain vessels are consequently singled out by the undersea craft for destruction. The Rowanmore was a steamer of about 10,000 tons capacity and when sunk carried a full cargo, a large part of which was composed of war munitions. Ship and freight were valued at not less than \$2,000,000.

The Jessamore, of the same line, which arrived here October 22, had aboard thirty-one mahogany logs for the F. W. Black Lumber & Veneer Company of Chicago, and the Jessmore, also of the Johnston Line, which got in the following day, brought twelve mahogany logs for the Williamson Veneer Company of Baltimore.

S. P. Ryland of the Ryland & Brooks Lumber Company, which made an important change in its business nearly a year ago when it took up hardwood lumber and logs to a considerable extent, having previously devoted itself almost entirely to yellow pine, is highly gratified with the results of the change, and says the new end of the business has become far more important than the old one, and that at least three-fourths of the entire trade at present is in hardwoods. Mr. Ryland adds that the company has handled some big poplar logs of late, a carload shipped within the last two months having been about five feet in diameter at the thicker end. He says that the hardwood business on the whole is far more satisfactory than are the transactions in yellow pine, but he joins other members of the trade in complaints about the car shortage, which serves to restrict the movement to a material extent.

The MacLea Lumber Company, dealer in hardwoods on South Central avenue, has at present perhaps the largest stocks of various woods, which it has carried at any previous time, and is prepared to take care of any requirements likely to develop. Daniel MacLea, president of the company, like other members of the trade, is hopeful as to the future, feeling confidently that, though delayed, the revival in lumber is bound to come and will assume impressive proportions, with prices very much higher than they are at present.

The demand for lumber by ship builders seems to be larger now than for some time. On the eastern shore, including Maryland and Delaware, there are at present under construction three four-masted schooners, all of them being built of wood. One is on the ways at the yard of E. James Tull, in Pocomoke City, Md., for C. C. Paul & Co., a Baltimore firm of ship brokers and owners, while W. G. Abbott of Milford, Del., is building another for the same firm. At Sharptown, Md., there is being built by the Sharptown Marine Railway Company a third vessel of about the same size for the White Shipping Company of Baltimore.

Mann & Parker, wholesale dealers in hardwoods, have found it necessary to get another yard to take care of the stocks that are coming in and that are needed to fill orders promptly. They have purchased a place 75 by 75 feet on Ward street, in South Baltimore.

A. A. Gassinger of A. A. Gassinger & Sons, manufacturers of tables, has applied for a permit to equip the old Simpson & Doeller Company, at the southeast corner of Milton avenue and Lanvale street, for woodworking purposes. The firm is now located at 405 W. Barre street.

J. McD. Price, secretary of the National Lumber Exporters' Association, who has been ill for some weeks, is considerably improved, and his physicians expect him to get out in perhaps a week or ten days. After that they advise a trip to the seashore for several weeks to complete convalescence.

While a definite decision has not yet been reached, it is considered very likely that the next annual meeting of the National Lumber Exporters' Association will be held at New Orleans in January. There are various important questions growing out of the war, especially the high ocean freight rates and the virtual embargo upon lumber exports, to be considered at the meeting.

According to the monthly report of the Columbus building department, building operations continue active in every way. In fact a large increase is shown over the corresponding period of the previous year. During the month of October, 1916, the department issued 305 permits having a valuation of 8575,630, as compared with 269 permits and a valuation of 839,685 for October, 1915. For the first ten months of the year the department issued 2.813 permits, having a valuation of 84,430,735, in the corresponding period in 1915.

R. W. Horton, of the W. M. Ritter Lumber Company, declared the lumber trade in hardwoods to be good in every way. Trade is about equally divided between retailers and factories. Prices are firm and inclined to advance. Prospects for the future are considered good.

J. A. Ford of the Imperial Lumber Company reports a good demand for hardwoods with prices ruling firm.

Columbus lumbermen generally, including both wholesalers and retailers, are up in arms over the increased demurrage schedules filed by many of the railroads in central freight territory, with the Interstate Commerce Commission. They believe that the new rates are unjust and very unreasonable and will make a strong effort to have the action of the railroads rescinded. The new rates are \$2 for the first day, \$3 for the second day, \$4 for the third day and \$5 for the fourth and subsequent days, after the elapse of the 48 hours free time.

The Findlay Carriage Company, Findlay, O., has gone out of business permanently,

At Columbus, O., L. L. Hay has entered the wholesale lumber business at 74 Ruggery building.

Oscar Bodley of Plain City has purchased the lumber yard in Marysville, O., operated under the name of the Marysville Wire Fence & Lumber Company. The wire fence business will be retained by the former interests.

The plant of the C. A. Mauk Lumber Company, at Elm and Oneida streets, Toledo, O., was destroyed by fire recently. The fire, which is of unknown origin, started about midnight, and before it could be placed under control had destroyed the sheds, staining plant and stock of the concern.

=≺ CINCINNATI ≻=

Building operations in Cincinnati during October were about the same as October last year, although receipts from permits issued were greater because of the new schedule in rates now in operation. In October, 1915, 1357 permits were issued for buildings, the estimated cost of which was \$865,574. This October 1.344 permits were issued, the estimated cost of buildings being \$823,880. The receipts in October, 1915, were \$2,678.35, and in October, 1915, \$4,113.90. Comparison of the first ten months in 1915 show the total cost far in excess of the first ten months this year, due, however, very largely to the fact that the new court house, estimated at \$2,400,000, and several large high schools and public school buildings, are included in the 1915 figures.

Considerable interest prevails in architectural, general building and lumber circles in the plan of Harry Hake, prominent Cincinnati architect, to use cork floors for the operating room of the "Woodburn" branch of the Cincinnati and Suburban Bell Telephone Company. Mr. Hake says that the use of this material has passed the experimental stage. It was used on a small scale on the main office building downtown and was found to absorb moisture readily through frequent washing. One of its chief assets for a telephone operating room, Mr. Hake said, is that it is noiseless, although the cost is about eighty cents more per square foot than hardwood. The material, a compressed granulated cork, is laid on a concrete base, the upper part being a mixture of concrete, cinders and sawdust.

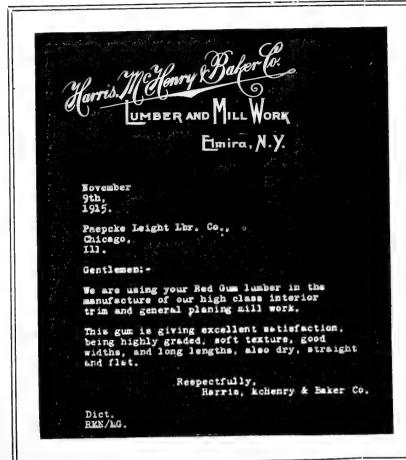
Cincinnati millwork concerns are much interested in news to the effect that the window glass trade, an allied industry of the sash, door, blind and millwork, has under consideration a contract form similar to that adopted recently by the National Association of Sheet and Tin Plate Manufacturers, which eliminates all conditions and provisions guaranteeing prices against market declines. A committee of the National Glass Distributors' Association discussed the proposed contract with leading manufacturers. No decision has been reached, but the question was left open while committees on each side will make further investigation.

The Federal Box Company recently was incorporated at Cleveland, Ohio, with authorized capital stock of \$20,000, by F. A. Shepard, R. G. Morrison, V. Vanderhoof, Lawrence G. King and J. A. Kingsley.

Various shippers other than lumbermen in central Kentucky recently have complained that the coal famine is being augmented owing to the use of coal cars for purposes other than shipping that commodity, one Louisville coal company giving out a statement that many coal cars now are being used by lumbermen and automobile manufacturers. Judging from appearances in this district, lumbermen around here not only are not getting coal cars in which to ship, but can't get any kind of rolling stock.

Woodwork made by German and Austrian prisoners of war while in British detention camps is being displayed in a room at the Hotel Gibson by the Austro-German War Relief Association of Cincinnati. The exhibit remains open about two weeks. Funds from the sale of these articles go to the prisoners for support of their families.

The Acme Box Company, having outgrown its quarters on Denman



Of course it is true that

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When you buy this wood, as when you buy a new machine, you want to feel that you have reason for believing it will be just as represented.

We claim genuine superiority for our Gum. The proof that you can have confidence in this claim is shown by the letter reproduced herewith.

Your interests demand that you remember this proof of our ability to preserve the wonderful qualities of the wood when you again want RED GUM.

Paepcke Leicht Lumber Company CONWAY BUILDING 111 W. WASHINGTON ST.

CONWAY BUILDING 111 W. WASHINGTON ST. CHICAGO, ILL.

Band Mills: Helena and Blytheville, Ark.; Greenville, Miss.

street, last week leased the two-story building, 75 by 120 feet, at the southwest corner of Western avenue and Dayton street, in the West End, for five years at \$1,200.

Another industrial event, showing a desire to be ready for the future, is indicated in the intention of the Norwood Sash and Door Manufacturing Company, one of the biggest concerns of its kind in Cincinnati and vicinity, to increase its facilities for storing cut stock material. Plans are to be placed on the market this week for the building of a warehouse. This will be 36 by 213 feet.

The first meeting of creditors of the Riemeier Lumber Company was held in the offices of Referee Greve last week. Attorney Paul V. Connolly was appointed receiver and his bond was fixed at \$10,000. Many lumber companies are listed in the schedule of liabilities filed by the Riemeier brothers.

The Hubbard Lumber Company was incorporated recently at Harlan, Ky., with capital stock of \$10,000. The directors of the new concern are J. A. Creech, E. Creech and W. P. Hubbard.

====≺ INDIANAPOLIS >==

An action taken by the Rushville Furniture Company of Rushville, Ind., last week in voluntarily raising the wages of all its employes, reflects the healthy business condition existing in the hardwood consuming plants in Indiana. Officers of the company said the company's increased earnings warranted giving all employes a raise in wages, and the men found more money than usual in their pay envelopes Saturday night. Thinking that a mistake had been made the workmen besieged the company's offices to return the extra money only to be told that the increased wages had been well earned. The amount of the increase has not been announced, but it is known to be a substantial one.

Edwin S. Porter, eighty-three years old, a retired hardwood lumber dealer of Greensburg, Ind., died last week after a brief illness. He was born in Connecticut, but became a resident of Greensburg in 1855, where he engaged in the retail and manufacturing lumber business. He retired about twenty years ago.

The Indiana Lumber Company, South Bend, Ind., has announced plans for building a lumber warehouse and dry kiln to cost \$8,000. The buildings are to be erected at the company's Tutt street plant.

The Independent Cooperage Company of Fort Wayne, Ind., has dissolved as a corporation.

Isaac D. Bosworth, eighty-four years old, Anderson, Ind., and owner of one of the first planing mills and retail lumber yards ever estage, hed there died recently in Brooklyn, N. Y., after a brief ill-

ness. He had been a prominent factor in the hardwood industry of Indiana, and his business has grown from a small establishment to one of the largest in central Indiana.

EVANSVILLE

October's record for building in Evansville broke all records of the month in previous years, robbing October of last year of this honor by over \$13,000. The total for 1915 was \$76,333 and last month's was \$89,422.

A two story addition to the O. A. Klamer furniture factory building at the corner of Elsas and Eichel avenues has been started and it is expected the new building will be completed by the first of next year. It is being built of brick and will cost in the neighborhood of \$20,000.

I. W. Crabtree, formerly of this city, was in Connersville, Ind., a few days ago negotiating with the Commercial Club of that city in regard to opening a factory to make lawn swing fans.

The Roberts Veneer Company, New Albany, Ind., has increased its capital stock from \$35,000 to \$52,000.

Mr. Whitmer, proprietor of the handle factory at Mt. Vernon, Ind., is arranging to move his factory to a five-acre tract that he recently purchased. Several improvements will be made in the factory. The handle factory is fast increasing its facilities and is now making handles for all kinds of instruments as well as spokes for buggies and automobiles.

D. B. MacLaren of the D. B. MacLaren Lumber Company, who recently returned from a trip through the southern states, reports trade conditions coming along all right and he looks for 1917 to be a fine business year.

The various veneer plants here continue to operate on full time and George O. Worland, manager of the Evansville Veneer Company, says the outlook for winter and spring could be no better. Under the able management of Mr. Worland the business of the Evansville Veneer Company has been greatly increased during the past year.

Evansville shippers are feeling a car shortage of national scope. The heavy shipment of military supplies to the East and grain movements, as well as handling of coal for the winter, have caused a shortage of cars. As a result the price of coal here is steadily advancing and should a severe cold spell hit this section suddenly it is feared there would be a coal famine. Railroads are using every available car, even the old cars that ordinarily would be sent to the repair shops.

The \$200,000 sawmill and lumber yards of Maley & Wertz were menaced by fire on November 1 which destroyed between \$25,000 and

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Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

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has a **positive** and powerful feed which handles the heaviest material the sawmill takes just as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

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\$30,000 worth of fine white and red oak that was stacked in the yards. That the entire plant was not destroyed is due to the fact that the wind blew in the opposite direction, also the efforts of the crew of more than 250 employes of both mills separating the stacks of lumber. The blaze it is believed was started by small boys who dropped a lighted match in the dry grass at the far end of the lumber yards. The loss is covered by insurance. Although the mill is located outside of the city limits, the city fire department was appealed to and promptly responded.

J. C. Rea of the Indiana Cooperage Company, who recently purchased the plant of the Vincennes Cooperage Company at Vincennes, Ind., reports trade very good with indications that it will continue all winter. Mr. Rea has been making a great many barrels for the oil fields in eastern Illinois.

Bert Tisserand of the J. C. Greer Lumber Company says that trade this fall has been much better than last year. He says trade in southern Indiana and western Kentucky is especially good just now.

William H. Schnute, secretary and treasurer of Schnute, Holtman & Co., planing mill owners and retail lumber dealers, died on Friday morning, November 3, at his home at 1605 Lincoln avenue, after a short illness. Mr. Schnute was known to a wide circle of friends. He is survived by his widow, Mrs. Fredericka Schnute, one son, William Jr., and one daughter, Sarah, and two brothers. Mr. Schnute was a member of the Evansville Retail Lumber Dealers' Association and a committee appointed from this association drew up suitable resolutions on the death of Mr. Schnute.

The next regular meeting of the Evansville Lumbermen's Club will take place on Tuesday night, November 14, at the New Vendome hotel. Several important business matters are to come up before the club and the various standing committees that were recently named by President Wertz will make reports.

===**≺** MEMPHIS **≻**=

Plans are going ahead rapidly for the rebuilding of the plant of the Chickasaw Cooperage Company which was destroyed by fire here eight days ago. Before the flames were entirely extinguished Walker Wellford, secretary-manager of the company, wired manufacturers of tight cooperage machinery to send representatives to Memphis in order that orders for the necessary equipment might be placed without loss of time and in order that the rebuilding of the plant might proceed at once. The site is now being cleared of the debris and, as soon as the necessary material can be secured, actual reconstruction will begin. The fire was not only one of the most spectacular in the history of Memphis but it was also one of the most disastrous. The loss is placed at something over \$300,000

while the insurance was \$365,000. The offices and the warehouse for storing finished barrels were saved, together with considerable heading and stave material piled on the yards. The insurance adjusters have been busy ever since the fire and their report is expected soon. The company has a large barrel factory at Gretna, Ia., and this will be used as far as possible to take care of the business of the company until the new plant is ready several months hence. The old plant of the company at Sycamore Ave. and N. Front street was dismantled some months ago and cannot be used.

Nickey Bros., Inc., have purchased the timber on a farm of 3,000 acres near Penton, Miss., belonging to J. A. Kirby of Germantown, Tenn., for a consideration of from \$35,000 to \$40,000. It is estimated that there are about 8,000,000 feet of oak, gum and cypress on the property. The new owners operate a big sawmill at Memphis and they will proceed to cut the timber and bring it to the city for conversion into lumber with as much rapidity as possible.

N. C. McGennis & Co. have secured the contract for digging twenty miles of drainage canals that will result in the reclamation of about 12,000 acres of swamp lands near Oxford, Miss. The work will cost \$90,000 and bonds have been sold to finance the undertaking.

Lumbermen here are taking a lively interest in aiding other business men in securing one of the farm loan banks for Memphis because of their belief that such an institution would prove of inestimable benefit to all lines of activity and because they further believe that it would greatly stimulate development of cut-over lands and add immeasurably to their value. John W. McClure, secretary of the Bellgrade Lumber Company and president of the Southern Hardwood Traffic Association, appeared before the farm loan board which is investigating the claims of various cities to these banks and said that, in his opinion, thousands of acres of idle cut-over lands would be placed in immediate cultivation and that the movement in this direction alone would insure 100 per cent increase in the population of Memphis in ten years. In short he expressed the view that these farm loan banks would be the making of the South through furnishing the necessary capital on a reasonable basis for developing the immense areas of land now untouched. In an interview on the subject Mr. McClure gave instance after instance where the crops grown on cutover lands had more than paid for the property the first year and that in one case the cotton and seed grown this year on a tract of cut-over lands had yielded \$160 per acre. The original cost, he said, is about \$15 per acre while the cost of clearing varies from \$20 to \$25 per acre. He believed that capital at reasonable rates would work wonders and he expressed the view quite strongly that Memphis should have one of these institutions.

The 80-ton, self-propelled barge of the Anchor Sawmills Company, Mem-

phis, has been given a certificate by the collector of customs here. The barge is equipped with a powerful gasoline engine and also with derricks for loading logs from the banks of the Mississippi and other streams and will be used for transporting timber to the mill of the company which is located on Wolf River.

==≺ LOUISVILLE >=

Edward L. Davis of the Edward L. Davis Lumber Company, Louisville, and Allen McLean of the Wood Mosaic Company, New Albany, Ind., recently returned from Memphis, Tenn., where they attended the hearing of the Federal Trade Commission relative to the lumber industry in the South. Mr. Davis and Mr. McLean were delegates from the Louisville Hardwood Club.

The local authorities are making an issue of the smoke prevention laws and have issued a warrant against the Jefferson Woodworking Company, citing the officials of that concern to appear in the ordinance court on a charge of failure to comply with the local smoke ordinance.

The value of automatic sprinklers was recently demonstrated when fire broke out in the plant of the Ross Chair Manufacturing Company. The work of the sprinklers was such that the blaze was out by the time the fire company arrived on the scene.

While the articles of incorporation filed by the Cal F. Thomas Company authorize the company to do a general timber and lumber business, and to operate sawmills, the company for the present will confine its activities to the contracting field, probably carrying some lumber for its own convenience.

J. J. Quinn of the American Cabinet Manufacturing Company of Chicago last week announced that the company has arranged to start a branch factory at New Albany, Ind., and for the present will be busy manufacturing talking machine cabinets for the Edison company. About forty-five men will be employed at the start, a loft having been acquired and machinery purchased. Mr. Quinn stated the company was dissatisfied with labor conditions in Chicago and was considering the advisability of moving its entire business to New Albany if the branch proved satisfactory.

J. E. Hannan of the C. C. Mengel & Bro. Company is back on the job after being away on account of illness. Emmet Ford of the dimension department has also been away, having been up to Washington for a week or more. Business with the company is active, there being a good demand for walnut and mahogany stock and veneers.

The city building inspector's office has had a good deal of trouble lately in explaining that new orders from State Fire Marshal T. B. Pannel,

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relative to garage buildings, supersede the local building code. Under the state fire marshal's orders only fireproof garages or those made "as slow burning as possible" are permitted anywhere in the city. If of frame construction the timber must be covered with metal.

The lumber yard of Woodford Button, Lagrange, Ky., was destroyed by an early morning blaze on October 31. The loss was estimated at about 3,000, partly insured.

J. R. Dickerson, Glasgow, Ky., has purchased a small sawmill at Mt. Hermon, Ky., and has moved to that point,

At Hazard, Ky., it is reported that the Mowbray & Robinson Company of Cincinnati, O., has placed a mortgage for \$1,000,000 on several thousand acres of virgin timberland, and will use the money in developing property held by the company and marketing the timber. The company has large holdings in Perry, Knott, Leslie and Clay counties.

Fred W. Wilson, formerly of Lexington, Ky., who for several years has been operating in the Philippines, where he organized the Kollambugan Lumber & Development Company, was recently visited in Lexington. He stated that the company now controls 83,000 acres of mahogany timber land, and has nearly 5,000 men on the payroll. Mr. Wilson will go to London and Scotland on business before returning to the Philippines.

The Hubbard Lumber Company, Harlan, Ky., has filed articles of incorporation, listing a capital stock of \$10,000. The incorporators are W. P. Hubbard, J. A. Creech and E. Creech.

John J. Telford, who for many years has been secretary of the transportation committee of the Louisville Board of Trade, and who has handled traffic matters for that organization, which has always pulled with the lumber trade, has resigned, his resignation to take effect Janurary 1. Mr. Telford in the future will give his entire attention to the duties of secretary of the Merchants' & Manufacturers' Association. A new secretary will be appointed by the Board of Trade, which plans to increase the facilities of the traffic department.

R. L. Green, auditor, representing the Commonwealth of Kentucky, has started proceedings against four banks and T. C. Millard of Danbury, Conn., seeking to escheat to the state 52,000 acres of land, valued at \$500,000, in Knott and Perry counties. It is claimed that this land has been held for over five years in violation of the Kentucky statute prohibiting an outside corporation from holding land for more than five years except in the pursuit of business. The banks hold that they have nothing to do with the land, claiming that it is held by Millard, who purchased it at a receiver's sale in the Bell county circuit court, following the assignment of F. A. Mull of Danbury, Conn., the former owner. Considerable interest is being taken in this case, which may have a strong bearing upon undeveloped timberland in the future.

The National Fibre Reed Company, New Albany, to manufacture chairs from paper fibre, and take the surplus output of the Indiana Reformatory, has been incorporated with a capital of \$50,000, and succeeds the H. E. Cook Company, which held the reformatory contract. The incorporators are A. D. McBurnie, Jackson, Mich.; F. W. Green, Ionia, Mich., and H. E. Cook, New Albany.

-----≺ WISCONSIN **>**=

The Badger Basket & Veneer Company, Burlington, Wis., has started work on a second story addition to the east wing of its factory, which is 39 by 60 feet in size.

Blum Brothers, Marshfield, Wis., will establish a branch factory at New Richmond, Wis., for the production of cheese boxes and butter tubs. The concern has established a distributing point here until spring, when manufacturing will be commenced.

Work has been started on the construction of the new factory of the Eau Claire Box and Crating Company at Eau Claire, Wis. The building will be 80 by 150 feet and will be ready by December 1. giving employment to eighty men.

Leo Schoenhofen, sales manager of the R. Connor Company of Marshfield, Wis., for a number of years, has resigned, effective January 1, to accept a similar position with the Langlade Lumber Company of Antigo, Wis.

The Kneeland-McLurg Lumber Company, Phillips, Wis., was given a refund of 152.32 on account of overcharges on several shipments of carloads of lumber over the Milwaukee road and Soo Line by the Wisconsin Railroad Commission recently.

A contract for 100 sets of sleighs was recently awarded to the Bonnell Wagon Works of Eau Claire, Wis., by a national tea and coffee distributor. The sleighs will be shipped to various parts of the country.

The Yawkey-Bissell Lumber Company, which is erecting a big sawmill at White Lake, Wis., has caused such an increase in the population of that place by establishing the mill, that additional teachers will be necessary in the school there.

The steamer Phelitus Sawyer loaded with lumber, bound for Chicago, sank off Bayliss harbor in northern Wisconsin before the boat could be put to shore after springing a leak.

J. S. Landon, who has been manager for the Hatton Lumber Company at New London, Wis., has resigned to accept a similar position with the Medford Lumber Company at Medford, Wis.

The latest addition to the woodworking industry at Prairie du Chien, Wis., is the cabinet and mill work establishment of Martin Sebastian on Iowa street. A twenty horse power motor will be installed to operate the machinery, just purchased.

COMPANY OF THE PROPERTY OF THE

Creosofed block payement is being favored by the Vliet Street Advancement Association of Milwaukee, Wis., to replace the asphalt pavement laid only a few years ago and in need of replacement.

The Consolidated Manufacturing Company, maker of phonographs, Chicago, is considering establishing a plant at Plymouth, Wis., to manufacture the cabinets and other parts.

The Cleerman Land & Lumber Company of Green Bay, Wis., has taken over 2,100 acres of virgin timberland in Delta county, Michigan, from the Chicago & Northwestern Railway Company. Camps will be constructed and logging operations started immediately. There are 18,000,-000 feet of maple, elm, basswood, birch, hemlock, pine and other northern woods on the tract.

The Wisconsin Seating Company of New London, Wis., is advertising in other cities in its vicinity for factory men and boys, and yard men. Common labor is offered a minimum of \$1.75 per day. The company recently secured a five year contract for manufacturing cabinets for the Edison phonograph interests.

For the first time in several years the lumber companies of the Lake Superior region are paying some attention to hemlock bark. The present prices for bark have risen to such an extent that the Schroeder Lumber Company of Ashland, Wis., and the Wachsmuth Lumber Company of Bayfield, Wis., are again marketing bark as a by-product of the lumber business.

The Willow River Lumber Company is now shipping about ten carloads of logs daily from Grand View, Wis., which will be doubled as the season advances. Most of the logs will be sawed at Hayward, and an putput of 15,000,000 feet is expected this season. A large camp will be pperated by the Namekagon Lumber Company, which has finished its season's cut of about 4,000,000 feet.

The Oshkosh Excelsior Manufacturing Company of Oshkosh, Wis., was upheld in part in its complaint before the Interstate Commerce Commission against the Milwaukee road and its connections, involving the reasonableness of rates on excelsior in carloads from Oshkosh and Menasha, Wis., Kansas City and Leavenworth, Kan., Peoria, Ill., Des Moines, Ia., and St. Louis, Mo.

Gustave Huette, who has been president and general manager of the Northern Furniture Company of Sheboygan, Wis., one of the largest furniture manufacturing plants in the country, has disposed of his interests in that concern. Edward Hammett and August Wetermeyer of Sheboygan, and Jacob L. Reiss, New York capitalist, have taken over the company. The deal involves about \$500,000. The change took place November 1. The plant manufactures high-grade furniture exclusively. About 1,200 men are employed. Mr. Huette has taken charge of the Falls Motors Corporation, motors and woodworking machinery, at Sheboygan Falls, Wis., a \$1,000,000 corporation recently succeeding the Falls Machine Company.

The Jenkins Machine Company of Sheboygan, Wis., one of the largest manufacturers of woodworking machinery in the Middle West, has been purchased by A. G. Studeman and Mark Hoeper from W. W. and Louis Wolff, who succeeded the late David Jenkins, founder, about twenty years ago. The concern is incorporated for \$70,000. A. G. Studeman, formerly with the Phoenix Chair Company of Sheboygan and more recently with the Falls Machine Company, is president. Mark Hoeper, secretary, was formerly associated with the Northern Furniture Company of Sheboygan and the Falls company.

Negotiations are being closed by the Moore Lumber Company of Wausau, Wis., for the purchase of the old Bradley No. 2 mill and the Tomahawk Veneer & Box Company's mill at Tomahawk, Wis., The property, covering four blocks, will be put into shape so that the mill can be reopened about the first of the year after an idleness of several years. The Mohr company has from ten to fifteen years' cutting in that vicinity.

The Peshtigo Lumber Company has closed its big sawmill at Peshtigo, Wis., and the general store operated for nearly fifty years. The mill has been closed for the season but it has not been definitely decided whether it will be operated again next season. The mill and water power facilities will probably be utilized by another industry. The planing mill and lumber yard will continue operations through the winter as usual. Most of the company's timber holdings have been sold to the J. W. Wells Lumber Company of Menominee, Mich., so that the mill here will probably not be opened again.

George Hardin Albee, founder of the pail industry at Two Rivers, Wis., and who erected and managed the first pail factory in that city in 1857, died at Neenah, Wis., recently at the age of eighty-five years. Mr. Albee moved to Neenah in 1866 and for years was superintendent of the Menasha Woodenware Company's plant. His wife and two daughters

The first complete electric sawmill in the country has commenced operations at Marinette, Wis., being owned and operated by the Brown-Mitcheson Company. The new mill consists of a single eight-foot band mill with auxiliary machinery with a capacity of from 15,000 to 25,000 feet daily. The mill requires 260 horse power, of which power the main sawmill requires 200 horse power. No steam is produced at the plant, electricity being used to drive all of the machinery. The box factory will be continued, using the small lumber. The new addition requires twenty-five men.

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The Hardwood Market

=< CHICAGO >=

The most pleasing feature of the local situation is the evident strengthening in the oak demand and values, although the demand has made increases somewhat out of proportion to the resulting stiffening of prices. Naturally this is probably due to the presence of the usual weak sisters. Considering the whole situation locally, the greatest concern of Chicago buyers is to secure the lumber they need. This applies to both southern and northern hardwoods.

In northern stocks there has developed a material lessening in quantities of available stocks in the upper grades, although the trend of the low-grade items is not so favorable. This condition, however, is but temporary and it is anticipated that it will be altered materially in the near future.

Aside from oak, the strongest southern item, and in fact this item is really way in the lead, is gum in its various grades. The position of this wood is becoming firmer almost week by week. Prices have not gotten to a point strictly in conformity to intrinsic worth on account of additional logging cost, but are rapidly approaching a satisfactory level. Cottonwood continues strong and there is continued difficulty in securing all that is needed. Its corresponding wood in the East, poplar, is doing better month by month. It seems to have gotten almost entirely out of the rut into which it slipped after its rejection by the automobile manufacturers. It is seeking and finding new channels making possible its expanded use.

The hardwood trade is not showing any great activity. Prices are generally holding firm. It is difficult to get lumber from the mills, either by rail or water. Car scarcity at southern mills is reported particularly severe this fall and many delays ensue. The lake trade has dropped off very appreciably, owing to the lack of boats and the high lake freights. The latter are the highest in years, being \$4.50 on hemlock and \$5 on hardwoods from the straits. Those who have stock to bring down do not except it to arrive this fall, and are hoping that rates will be more favorable in the spring.

Oak is said to be in better demand than a month ago and maple retains its position as one of the active leaders. A pretty good demand for ash is noted. Most manufacturing plants are running actively, but the high prices now prevailing on all products entering into manufacture are lowering the business profits. Costs are increasing rapidly in most lines and manufacturers say this is detrimental to their business.

----≺ PITTSBURGH ≻=

Hardwood men are well satisfied that the good business now prevailing is going to keep up through the winter, providing a better car supply is secured. The great difficulty now is to get orders shipped. There is plenty of business, and prices are very satisfactory. Wholesalers, however, are having the worst time in their history to get cars and deliveries. Yard trade is much improved. Manufacturing concerns, industrial plants and railroads are all buying much more lumber than a few weeks ago. Prices are strong all along the line.

=≺ BOSTON **>**=

The condition of the market as to values continues strong on all items with some unprecedented advances, notably hard maple, especially in thick stock. This wood is very hard to obtain and quotations have reached a point fifteen to twenty-five per cent above that of a few months ago. The volume of general trade is not large and remains subject to considerable restriction on account of car shortage and the lack of reserve or speculative buying by the retail yards and consumers, who seem to have more confidence of the immediate than of the more distant future situation.

=≺ BALTIMORE **>**=

While some improvement has taken place in the hardwood trade, the situation is by no means satisfactory, one of the most serious obstacles to a fair movement being the scarcity of railroad cars. The inquiry for stocks seems to have become more active, and there is every prospect that an expansion in volume will take place, but for the present it is to be said that lumber almost alone of all the commodities extensively used has failed to benefit from the business prosperity reported in other lines. Values are up to a certain extent, but the fact remains that the cost of production has probably advanced even more, so that the mills in the most favorable aspect are not getting any more for their lumber than they did before, while the returns on various other lines of merchandise have gone up 50, 100 and even 200 per cent. It is an anomalous

condition, for which no satisfying explanation has yet been advanced. The explanation nearest, of course, is the cessation of exports, but since the total exports, as compared with the domestic trade, amount to hardly more than 10 or 12 per cent under normal conditions, it would scarcely seem possible that the elimination of this 10 or 12 per cent should make all the difference as against other branches of trade. The fact cannot be ignored, of course, that the lines which are busiest have also the advantage of an exceptional foreign demand, while, in the case of farm products, a shortage of crops is an influential factor. Nevertheless, even when allowance is made for all of these elements, it will still occasion speculation as to why the hardwood business is not more active when other industries are rushed almost as they never were before. The woodworking factories continue to manifest liberal requirements, the furniture plants and other users of hardwoods are running full time and over. Building is also quite brisk, a decided improvement having taken place in construction work during the last two months. The prevalent prosperity is expressing itself in more liberal expenditures for homes and furnishings, and this should prove helpful to most of the hardwoods. It is also to be said that the stocks held here are perhaps larger than ever before. Most of the yards are heavily stocked and are securing more room. Their expectation is that the near future will bring a very extensive expansion in the demand, and they are preparing to take care of it. No. 1 common oak is called for quite freely, and the buyers seem receptive to tenders. Poplar is also sought in considerable quantities, while the requirements in the way of chestnut for cores in veneer work and of ash are very fair.

=**≺** COLUMBUS **>**=

Strength is the chief feature of the hardwood trade in Columbus and central Ohio territory. The volume of business has been gradually increasing and prices are ruling firmer. The worst feature at this time is the growing car shortage, which is delaying receipts to a large degree. The tone of the market is generally satisfactory and prospects for the future are considered bright.

Buying on the part of factories is one of the best indications for the future. Concerns making vehicles, furniture and boxes are in the market for supplies, and inquiries are much more numerous than formerly. Manufacturers generally are prosperous and they are inclined to increase their stock of materials. Car stocks are also in fair demand in this territory.

The retail trade is also inclined to buy better than was the case several weeks ago. Yard stocks are not very large and there is a scarcity in certain items. Dealers realize that higher prices are almost sure to come and are trying to cover. The car shortage is interfering with shipments to a marked degree and there is much inconvenience caused. Practically all of the orders booked are for immediate shipment. There is less cutting of price than formerly. Collections are reported as good in every locality.

Quartered oak is in good demand and prices rule steady. Poplar is moving well and prices are strong. Chestnut is in good demand. Basswood is stronger, and more strength is shown in ash. Other hardwoods are unchanged.

=≺ CINCINNATI ≻=

The Cincinnati hardwood market for the past several weeks has been dominated by the car situation, all branches of the hardwood cutting and manufacturing industry being subservient to the available supply of rolling stock. This adverse situation has depressed the market in no slight degree, although it is true that price levels are being maintained on a higher basis, but the volume of transactions has fallen off materially. In many instances premiums are being paid quickly and cheerfully where shipments are guaranteed. Mills in the South, after issuing warnings weeks back, are beginning to shut down, thus creating a peculiar situation. The stopping of work at the producing centers naturally limits the production, but many of the mills have such large supplies on hand that they must cease operations because they have no more room in which to stock their accumulation. The manufacturing mills, badly in need of lumber and logs, have empty yards because cars can not be obtained. It is predicted in this section that, should the car shortage be relieved rather suddenly, this part of the country will witness the heaviest movement of lumber in years. Some manufacturers have instructed their salesmen to ease up in their efforts, the uncertainty in obtaining lumber being too great to risk guarantees on large orders. The actual demand for hardwood in this section is considerably magnified owing to the difficulty in shipment, and it is estimated that if car conditions were normal the volume of hardwood moved would not be up to expectations for the late fall trade.

The railroads continue to be large factors in the market, their requirements running through the list of car material and track and station repair. The carriers most generally have been able to find ways and means of moving their own lumber, so that the railroad's ordering and actual deliveries probably feature the local hardwood trade. The northern hardwoods are moving in better volume than other items, due both to a genuinely improved demand and to the fact that both labor and cars are more plentiful in the northern states. Red birch is enjoying an especially busy season and stocks seem to be plentiful with little difficulty in moving. There has been a lull of late in the request for sap

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gum, the falling off in the demand having a visible effect upon the price. Slumps in sap gum are reported frequently now, while red gum maintains previous price levels rigidly and is in excellent demand. Stocks of the latter are beginning to get pretty low and in various cases are badly assorted. Oak, which had been rather neglected for some time, is beginning to liven up. During the depression the oak price list did not suffer so much as other woods. Although the actual cutting is said to be considerably below normal, the call for quartered white oak within the past two weeks has enjoyed a pronounced increase with a resultant hardening of prices. Inquiry for all oak items is developing strength day by day, plain oak by no means being neglected in this respect. Oak seems to be returning to its own.

Hardwood flooring concerns and oak door manufacturers are especially prominent in the oak market at present. Approaching winter has caused something of a boom in the storm door and outside vestibule trade, although the present long spell of fine weather has retarded this business. The furniture manufacturers are good hardwood customers, but their consumption is not increasing materially, as had been expected at this season. Cypress prices rule firm, stocks are low with the manufacturers and accumulating in the yards of the southern mills, and no care available to move the stock. Premiums are being paid for much of this lumber that is being moved. Substantial advances before winter in cypress items are predicted. Laths and shingles command good prices, stocks scarce and deliveries much delayed.

=≺ CLEVELAND >=

Oak and maple flooring still stand at the top of the list of hardwoods mostly in demand. During the last two weeks nearly all descriptions show further improvement, with consequent stiffening of prices. In some descriptions advances have been noted. Such is the tendency in oak and maple flooring. Other descriptions of maple are a little less active for the moment, but inquiries now are coming in for next season's delivery. Much of this business is from automobile manufacturers, who need the materials for body building.

Increased buying power of the country at large, and the consequent improvement in demand for furniture, has made for bigger orders here for common grades of oak, in both plain and quartered. Firmer prices are noted in all quarters, but holders have been slow to raise so far. Medium grades of poplar have been influenced by the same condition, both medium and lower grades being taken in larger quantities now. Prices on these grades of poplar are about the same as they have been. Little No. 1 or No. 2 poplar is being called for in this district.

Absence of plentiful supplies of ash has tended to strengthen prices, and this has stimulated demand, but there is still room for improvement. Birch continues strong and active here. No change in prices is noted for higher grades, but the tendency is upward. Prices on lower grades still are a little weak. Basswood demand is about fair and prices firmly maintained. High grades of chestnut show more activity in the last two weeks than for some time previous. Because of this an increase in quotations is anticipated. This is due to the fact that the figures this market has been accustomed to of late have been much lower than the actual value of the wood warrants. Lower grades are in fair demand and prices are normal.

All grades of cypress on hand in this market are now selling actively. Because of the slow arrivals into this market holders are not offering very freely. Relief from car shortage is expected to improve the position of this wood materially. Soft elm is only in fair demand at present. Stronger tone to gum, No. 1 and No. 2, both red and sap, has developed in the last week, following a revival of buying interest. In some quarters higher prices are named and being received.

Excessive demands of all kinds of business for wood for shipping purposes has brought out many orders for low grades of hard woods for crating purposes. Car shortage continues to affect the lumber industry here, however, thus interfering with the arrival of materials and the delivery of the wood.

==< EVANSVILLE **>**=

Trade with manufacturers of southern Indiana, southern Illinois and western Kentucky has been fairly active and manufacturers are looking for a good trade. The up-town mills here have been running on steady time for the past several weeks and the river mills also report more business than they had this time last year. Prices are holding up very well and collections are reported good. There is a good demand now for both quartered and plain white oak. Red oak has been moving actively. Poplar is in normal demand, and ash and gum are moving briskly. Furniture factories in Evansville continue to operate on full time and arc still taking a great deal of gum. Manufacturers report that walnut is almost at a standstill. It has been in poor demand all season, with no prospects that the demand will get any better before next spring. Hickory is in good demand, and quartered sycamore and elm are moving along fairly well. Logs are coming in well and prices are high. Manufacturers expect to get all the logs they want during the fall and winter. Taken as a whole, the trade situation in this section is much better than it was this time last year. Business has moved right along and practically all of the large wood consuming plants here are operating on full time. Book case factories, as well as chair and desk factories, are busy. Plow and buggy manufacturers also report a good trade and say that reports



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1st & 2nds Qtd. White Oak 6" & up 63,000	0								
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1st & 2nds Qtd, White Oak 12" & up					3,000				
No. 1 Common Qtd. White Oak 90,000		62,000	3,000	113,000	36,000	1,500	7,000		
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No. 1 Common Plain Red Oak			7,000 8,000		20,000	3,000	2,500		
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No. 1 Common Fig. Red Gum				11,000					
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No. 1 Common Sap Gum			40,000		27,000	1,099			3,500
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from the southern states, where the cotton crop is good, are most flattering. The retail lumber business has been fairly good all fall and building operations are active. The sash and door men, as well as the yellow pine dealers, say they have had a very good season and that, in fact, they have no room to complain.

=< INDIANAPOLIS >=

The volume of building operations in Indianapolis for the last month provides ample proof of the contention of hardwood dealers that the demand is excellent. A report just compiled by the department of buildings shows an increase of 50 per cent in building operations over the corresponding month of last year. A total of 685 permits was issued last month in comparison with 552 during October, 1915. The total value of building operations for November was \$787.227, as compared with \$532,777 for the corresponding period of 1915. Not only do the building trades continue to be heavy buyers of hardwoods, but the consuming plants are using even a larger proportion of the products of the mills. The furniture industries in Indianapolis and throughout the state are thriving more than they have in recent years, and a pessimistic statement is not heard from any of the hardwood manufacturers. The car shortage conditions continue to be the only handicap. Prices have not advanced, and the demand for walnut, hickory, oaks and mahogany continues excellent.

=≺ NASHVILLE >==

Hardwood lumber firms in this market report a good tone to business. Building operations have been large, and manufacturers and others have bought lumber freely. Some improvement has been noted in the transportation situation, after a period of the severest shortage ever known to the South. Conditions are better, and a good many more cars are being furnished. Plain oak is the best seller. Chestnut has been picking up, and demand has been noted for poplar in good volume. Fair demand is mentioned for other hardwoods. Prices are fairly well maintained.

=< LOUISVILLE >=

Except that it is very hard to obtain cars in which to move orders, the Louisville hardwood market is in a satisfactory condition. Prices are well in line at this time and are giving promise of going higher. It is claimed that prices, if anything, will be stronger at the first of the year and will continue so until next spring, while the demand should last throughout the winter, from the present outlook. At a recent meeting of hardwood lumbermen it was stated that about five orders were being received to one shipped just now, but, due to the high market and the scarcity of clear grades, no cancellations of orders unshipped are looked forward to. Gum continues the best seller in the market, with ash, elm and cottonwood in good demand. Poplar is far better in price and demand, and the same condition applies to oak, which is good in red and white plain varieties. Quartered white oak is also showing up well. In the fancier woods walnut and mahogany are moving along at a good clip, and veneers of nearly all kinds are active, with the mills operating to capacity. There has been no let-up in the demand from the furniture manufacturers, who are reported to be having considerable trouble in obtaining enough skilled labor to keep going at capacity. The building demand is also better than it has been for some time, the past two months having shown a nice increase in building over the entire district.

=< MILWAUKEE >=

The situation in the local hardwood market is satisfactory as far as the volume of business transacted is concerned. The condition in the construction line continues to improve and naturally the lumber market feels the effects. In Milwaukee building operations during the past mouth were far in excess of those for the corresponding month a year ago. There were 438 permits issued for work to cost \$1,639,587, as compared with 367 permits and \$637,937 a year ago. Such activities are not common at this late season and indicate that the record for construction work here this year will break previous records. The total to Nov. 1 for this year has reached 3,559 permits and \$11,962,584, a gain of 122 permits and \$1,713,502 for 1916 to date over last year. October did not show any large construction put under way and the erection of smaller buildings means that the increased volume in building produced a corresponding increase in the use of lumber. News from various centers throughout the state indicate great activities in frame residence construction. Rhinelander has started a movement to secure a large number of additional homes. At Beloit twenty-five of the 400 new homes to be built for workmen are under construction.

Transportation problems and labor shortage continue to be the important factors of the situation here and throughout Wisconsin. Several large contracts have been awarded for logging operations in addition to the great activities planned by the lumber companies themselves. A number of concerns are figuring on cutting for two and three seasons, some contracts for logging having been awarded to cover a period of three winters. The high cost of operations and the present fair price of bark has caused several of the big operators to consider disposing of the bark. The sale of this by-product will somewhat relieve the high costs of labor and food supplies at the camps.

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Mowbray & Robinson Co 7-1	Davis, Edw. L., Lumber Co Dermott Land & Lumber Co 7	Ohio Veneer Company 42	Killen-Strait Tractor Company.	12
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Palmon & Dankon Co		Penrod Walnut & Veneer Co 11	Clarage Fan Company	52
Palmer & Parker Co	Francke, Theodor, Erben Gmb. H.	Pickrel Walnut Company 10	DRY KILNS AND BLOWERS	
	8 Griffith, Geo. D., & Co 5	Rayner, J 4	Dry Kiln Door Carrier Company. Grand Rapids Veneer Works	
City of the city o	7 Hitt, H. H., Lumber Company. 7-26c Hoffman Brothers Company 7-14	Sanders & Egbert Company Stimson Veneer & Lumber Co 7-39	Phila. Textile Mchy. Company	
a	8			
Stimson, J. V 7-5	o Jones, G. W., Lumber Co 5	Williamson Veneer Company Wisconsin Seating Company 49	LUMBER INSURANCE. Central Manufacturers' Mut. Ins.	
	0 Lamb-Fish Lumber Company 7-41	Wisconsin Veneer Company 49	Company	4 2
Taylor & Crate	 Liberty Hardwood Lumber Co7-9-39 Little River Lumber Company7-13 Little Rock Lumber & Mfg. Co. 7-8 		Epperson, U. S., & Co	
Upham & Agler	Little Rock Lumber & Mfg. Co. 7-8	MAHOGANY, WALNUT, ETC.	Indiana Lumbermen's Mut. Ins. Company	42
Vail Cooperage Company Von Platen Lumber Company	Maisey & Dion	Davis, Edw. L., Lumber Co	Lumber Mutual Fire Insurance	
	McLean, Hugh, Lumber Co 50 Miller, Sturm & Miller 50	Des Moines Sawmill Company 14	CompanyLumbermen's Mut. Ins. Co	42 42
Willson Bros. Lumber Company. Wistar, Underhill & Nixon	Mowbray & Robinson Company. 7-12	East St. Louis Walnut Co	Lumbermen's Underwriting Alli- ance	
Wood-Mosaic Company	7 Nickey Bros., Inc 36	Francke, Theodor, Erben Gmb. H.	Manufacturing Lumbermen's Un-	
Yeager Lumber Company, Inc Young, W. D., & Co	Norman Lumber Company	Hartzell, Geo. W	derwriters	
	Paepcke Leicht Lumber Co 7-34 Penrod, Jurden & McCowen 11	Hoffman Brothers Company 7-14 Huddleston-Marsh Mahogany Co	Pennsylvania Lumbermen's Mut. Fire Ins. Company	42
OAK. See List of Manufacturers on	Probst Lumber Company 7	Lorg-Knight Lumber Company	Rankin-Benedict Underwriting Co.	
page	Ryan, Philip A., Lumber Co 9	McCowen, H. A., & Co Mengel, C. C., & Bro. Co	TIMBER ESTIMATORS.	
POPLAR.	Salt Lick Lumber Company 12 Sondheimer, E., Company 7		Landerburn, D. E	46
Anderson-Tully Company 2	7 South Texas Lumber Company 7.0	Penrod Walnut & Veneer Co 11	McDonald, Thomas J	
7-	10 Southern Pine Lumber Co 9 Standard Hardwood Lumber Co 50	Pickrel Walnut Company 10 Purcell, Frank		46
RED GUM.	Stimson Veneer and Lumber Co 7-39	Parner 7	TIMBERLANDS. Lacey, James D., & Co	
Anderson-Tully Company 2 Attley, J. M., & Co	Swain-Roach Lumber Company. 7 42		Lacey, James D., & Co Lacey, James D., Timber Co Page, Carroll S	
Baird, D. W., Lumber Company.	Taylor & Crate 50 5 Tennessee Oak Flooring Co 8			
Baker-Mathews Mfg. Co 7. Bliss-Cook Oak Company 7-	40 40 Tinham & Aglen	HARDWOOD FLOORING.	MISCELLANEOUS.	
Blanks, H. B., Lumber Company 7- Benner, J. H., & Sons 7-	A Titles Diette C	Bliss-Cook Oak Company7-40	Childs, S. D., & Co	45 14
Brown, W. P., & Sons Lbr. Co	7 Vail Cooperage Company	Cobbs & Mitchell, Inc	Lumbermen's Credit Assn	
		. ,		

HARDWOODS FOR SALE

LUMBER

ASH

NO. 1 C. & BTR., 6-4", about 75% FAS 25%. No. 1 C. BLISS-COOK OAK COM-PANY, Blissville, Ark. FAS, NO. 1 C., NO. 2 C. & NO. 3 C., all 4 4"; NO. 1 C. & BTR. 12-4 & 16-4". H. H. HITT LUMBER COMPANY, Decatur, Ala. FAS 6/4" to 12/4" reg. wdth. 8 to 16", 4 mos. dry; NO. 1 C. 5/4" to 16-4", reg. wdth. & lgth., 4 mos. dry; NO. 2 C. 4/4", reg. wdth. & lgth., 4 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek. Texas. FAS 5/8"; COM & BTR., black, 4/4". HOFFMAN BROS. COMPANY. Fort Wayne, Ind. NO. 1 & 2 C., both 4/4", reg. wdth. and lgth., 1 yr. dry. PHILIP A. RYAN LUMBER CO., Lufkin. Tex.
LOG RUN 8/4 to 16/4". SOUTHERN PINE

1 yr. dry. PHILIP A. RYAN LUMBER CO., Lufkin, Tex.

LOG RUN 8/4 to 16/4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

LOG RUN 4/4". ran. wdth. and lgth., 2 yrs. dry. J. V. STIMSON. Huntingburg, Ind. NO. 1 C. 5/8", reg. wdth. and lgth., bone dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 2 C. & BTR. 4/4". VAIL COOPERAGE COMPANY, Fort Wayne, Ind.

BASSWOOD

NO. 2 & 3 C. 4/4", av. wdth. and lgth., 4 mos. dry. C. A. GOODYEAR LUMBER CO., Tomah, Wis.

COM. & BTR. 5/4". HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind.

LOG RUN NO. 2 C. & BTR. 4/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

NO. 2 C. & BTR., 4/4 & 5/4", 4" & up. 4 to 16', 10 mos. dry. RICE LAKE LUMBER CO., Rice Lake. Wis.

BEECH

LOG RUN 6/4". SOUTHERN PINE LUM-BER COMPANY, Texarkana, Tex.

BIRCH

NO. 1 C. white, 4/4", good wdths.. 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C., 3/4 & 5/8". av. wdth. and lgth.. 6 mos. dry. C. A. GOODYEAR LUMBER CO., Tomah, Wis.

NO. 2 C. 4/4", reg. wdth.. 50% 14 & 16'. 6 mos. dry. LUTTLE RIVER LUMBER CO., Townsend, Tenn.

NO. 1 C. & BTR., red, 4/4 to 8/4", 5" & up, 6' & longer, 50% 14 & 16', 10 mos. dry; NO. 2 C. & BTR., unsel., 4/4 to 8/4", 4" & up, 4' & lgr.. 35% 14 & 16', 10 mos. dry; 1 & 2 FACE STRIPS, 4/4", 4" & up, 6' & lgths., 10 mos. dry; 1 & 2 FACE STRIPS, 4/4", 5" & up. 6 to 16', 10 mos. dry; RICE LAKE LUMBER CO., Rice Lake. Wis.

FAS, red, 4/4 to 8/4", 6" & up. standard lgth.. 2 yrs. dry; FAS, white, 4/4 & 5/4", 6" & up. standard lgth.. 2 yrs. dry; FAS, white, 4/4 & 5/4", 6" & up. standard lgth.. 2 yrs. dry; FAS, white, 4/4 & 5/4", 6" & up. standard lgth.. 2 yrs. dry; FAS, white, 4/4 & 5/4", 6" & up. standard lgth.. 2 yrs. dry; YEAGER LUMBER COMPANY, Buffalo, N. Y.

BUTTERNUT

NO. 2 C. & BTR. 4/4". VAIL COOPERAGE COMPANY, Fort Wayne, Ind.

CHERRY

COMPANY, Fort Wayne, Ind.
FAS 4/4", reg. wdth., 50% 14 & 16', 1 yr. dry.
LITTLE RIVER LUMBER CO., Townsend.

Tenn. NO. 2 C. & BTR. 4/4". VAIL COOPERAGE COMPANY. Fort Wayne, Ind. FAS 4/4 to 8/4", 6" & up, standard lgth., 2 yrs. dry; NO. 1 C. 4/4 to 8/4", 4" and up. standard length, 2 yrs. dry. YEAGER LUMBER COMPANY, Buffalo, N. Y.

CHESTNUT

SOUND WORMY 5/4", reg. wdth., 50% 14 & 16', 1 yr. dry; NO. 3 C. 4/4", reg. wdth., 50% 14 & 16', 6 mos. dry; NO. 3 C. 8/4", reg. wdth., 50% 50% 14 & 16', 6 mos. dry; NO. 3 C. 8/4", reg. wdth. LUMBER CO., Townsend, Tenn.

NO. 1 C. & BTR. 4'4", reg. wdth. and lgth., bone dry. SWAIN-ROACH LUMBER CO., Seymour. Ind.
NO. 3 C. 4'4 & 5 4". W. R. WILLETT LUMBER COMPANY, Louisville. Ky

COTTONWOOD

FAS 4 4"; NO. 1 C. 4 4"; BOX BOARDS 4 4", 13 to 17". H. H. HITT LUMBER CO., De-

13 to 17". H. H. HITT LUMBER CO., Decatur. Ala.

FAS 4/4", reg. wdth. & lgth., 6 mos. dry.
LIBERTY HARDWOOD LUMBER CO., Big
Creek Texas.

FAS 6/4". PROBST LUMBER COMPANY,
Cincinnati, O.

CYPRESS

NO. 1 C. 8/4". BLISS-COOK OAK COM-PANY, Blissville. Ark.

ELM—SOFT

LOG RUN 4'4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.
LOG RUN 4'4", reg. wdth. and lgth., dry.
SWAIN-ROACH LUMBER CO., Seymour, Ind.

GUM—SAP

FAS. NO. 1 C. & NO. 2 C. 4 4". H. H. HITT LUMBER CO., Decatur, Ala.
NO. 1 C. 5/4", reg. wdth. & lgth. 10 mes. drv. LIBERTY HARDWOOD LUMBER CO. Big Creek, Texas.
PANEL 5 "S", 18" & up reg. lgth NICKEY BROS., INC., Memphis, Tenn.
NO. 1 C. 6 4 & 8/4"; FAS 8 1". PROBST LUMBER COMPANY, Cincinnati, O. NO. 1 & 2 C. 4'4", reg. wdth. and lgth. 4 mes. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

GUM—TUPELO

COM. & BTR. NO. 2 C. & NO. 3 C. all 4/4".

Deg. wdth and leth., drv. PENROD, JURDEN McCOWEN, Memphis, Tenn

GUM---PLAIN RED

FAS 4 4". H. H. HITT LUMBER CO. Decatur, Ala.

NO. 1 C., 3 4 & 4/4". reg with and lgth, dry PENROD, JURDEN & McCOWEN, Mem-FAS %/4": NO. 1 C. 6/4". PROBST LUMBER COMPANY, Cincinnati, O.

GUM-QUARTERED RED

NO. 1 C. 6'4 & 8/4". H. H. HITT LUMBER CO., Decatur. Ala.
COM. & BTR., 4/4", ran. wdth. & lgth., 8 to 12 mos drv. sliced boards highly figured.
LOUISVILLE VENEER MILLS. Louisville.

FAS 4/4, 5/4 & S'4", reg. wdth, and lgth., dry; NO. 1 C. 4/4 & 6/4", reg. wdth, and lgth., dry. PENROD, JURDEN & McCOWEN,

Memphis, Tenn.
FAS & NO. 1 C. FIGURED. 4'4". reg. wdth.
and leth., 10 mos. dry. STIMSON VENEER
& LBR. CO., Memphis. Tenn.

HICKORY

NO. 1 C. 8/4". 4" & wdr.. 2 yrs. drv. BLAKESLEE, PERRIN & DARLING, Buffalo.

MAHOGANY

FAS. NO. 1 C., SHORTS & WORMY, all 1 2 to 164", plain and figured. Mexican and African. HUDDLESTON-MARSH MAHOG-ANY COMPANY, Chicago, Ill.

MAPLE—HARD

NO. 1 C. 4/4, 5/4, 6/4 & 8/4", good wdth., 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER COMPANY, Buffalo, N. Y. NO. 1 C. 4/4 to 16/4", 4" & wdr., 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 3 C. 3/4, 4/4 & 5/8", av. wdth. and lgth., mos. dry. C. A. GOODYEAR LUMBER CO., omah, Wis. 8 mos. d Tomah,

OAK-PLAIN RED

NO. 2 C. 4/4". BABCOCK LUMBER & LAND CO., Knoxville, Tenn.
FAS 4/4", 10" & wider; NO. 1 C. 4/4". H. H.
HITT LUMBER CO., Decatur, Ala.
FAS 5/8"; COM. & BTR. 4/4": FAS 5/4", 11"
& up. HOFFMAN BROS. COMPANY, Fort
Wayne, Ind.
FAS 4/4", reg. wdth. & lgth., 5 mos. dry;
NO. 1 C., 4/4", 25% 10" & up, 65% 14 to 16', 5
mos. dry; NO. 2 C. 4/4", reg. wdth., 50%
14 to 16', 6 mos. dry. LIBERTY HARDWOOD
LUMBER CO., Big Creek, Texas.
NO. 1C. 5 4", reg. wdth. and lgth.; NO. 2 C.
4 4, 5/4 & 6/4", reg. wdth. and lgth. LAMBFISH LUMBER CO., Charleston, Miss.
FAS 5/8 & 3/4", reg. wdth. and lgth.
NICKEY BROS., INC., Memphis, Tenn.
NO. 1C. 6/4", reg. wdth. and lgth., dry; NO.
2 C. 4/4", reg. wdth. and lgth., dry; NO.
2 C. 4/4", reg. wdth. and lgth., 50% or more
14 & 16", 6 mos. dry. PHILIP A. RYAN LUMBER CO., Lufkin, Tex.
FAS, NO. 1 C. & NO. 2 C., all 4'4". SOUTHERN PINE LUMBER COMPANY, Texarkana,
Tax
FAS 4,4", reg. wdth. and lgth., 6 mos. dry;

FAS 4.4", reg. wdth. and lgth., 6 mos. dry; NO. 1 C. & NO. 2 C. both 4 4", reg. wdth. and lgth., 8 mos. dry; SOUTH TEXAS LUMBER

CO. Hotston, Tex BRIDGE PLANK 12 4", 8" & up, 8' & up, 1 yr. dry. J. V. STIMSON, Huntingburg, Ind. FAS 3/4 & 4.4", reg. wdth and 1gth., 8 mos, dry; NO. 1 C. 4 4", reg. wdth. and 1gth., 10 mos. dry. STIMSON VEN. & LBR. CO., Mem-

Ohis, Tern.

LOG RUN 4 4", reg. wdth. and lgth., dry.
SWAIN-ROACH LUMBER CO., Seymour, Ind.
NO. 2 C. 4 4". VAIL COOPERAGE COMPANY, Fort Wayne, Ind.
NO. 2 C. & BTR. 4/4 to 8 4". W. R. WILLETT LUMBER CO., Louisville, Ky.

OAK—QUARTERED RED

FAS 4 4". reg. wdth. and lgth. NICKEY BROS., INC., Memphis, Tenn. NO. 1 & 2 C. both 4/4", ran. wdth. and lgth., 20 mos. dry. NO. 2 C. & BTR. 5/4", ran. wdth. and lgth., 28 mos. dry. J. V. STIMSON, Huntingburg, Ind. NO. 1 C. 4/4", reg. wdth. and lgth., 6 mos.

NO. 1 C. 4'4", reg. wdth. and lgth., 6 mos. ry. STIMSON VEN. & LBR. CO., Memphis, dry. Tenn.

OAK-PLAIN WHITE

NO. 1 C. 4/4", good wdth., 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo,

N. Y.
NO. 2 C. 4/4". BABCOCK LUMBER &
LAND CO., Knoxville, Tenn.
NO. 1 C., 8/4 & 12/4", 4" & wdr., 2 yrs. dry.
BLAKESLEE, PERRIN & DARLING, Buffalo,
N. Y.

BLARESLEE, PERRIN & DARLING, Bullato,
N. Y.
FAS, 4/4", 9" & wdr., bone dry. BLISSCOOK OAK CO., Blissville, Ark.
NO. 1 C. 4/4": FAS 4/4", 10" & wider. H. H.
HITT LUMBER CO., Decatur, Ala.
FAS 3/8, 5/8 & 4/4", reg. wdth. and lgth.;
NO. 1 C. 1/2, 3/4, 4/4 & 5/4", reg. wdth. and
lgth.; NO. 2 C. 4/4", reg. wdth. and lgth.;
LAMB-FISH LUMBER CO., Charleston, Miss.
NO. 1 C., 4/4", 25% 10" and wdr., 60% 14-16',
5 mos. dry; NO. 2 C., 4/4" reg. wdth. 55%
14-16', 3 mos. dry. LIBERTY HARDWOOD
LUMBER CO., Big Creek, Texas.
NO. 2 & 3 C. 4/4" reg. wdth. and lgth., dry.
PENROD, JURDEN & McCOWEN, Memphis,
Tenn.

TENROD, JCREEN & MCCOWEN, Memphis, Tenn.

FAS 4/4", reg. wdth. and lgth., 50% or more 14 & 16', 8 mos. dry; NO. 1 C. 6'4", reg. wdth. and lgth., 8 mos. dry; NO. 1 & 2 C. both 4/4", reg. wdth. and lgth., 10 mos. dry. PHILIP A. RYAN LUMBER CO., Lufkin, Tex.

FAS, NO. 1 & NO. 2 C. all 4'4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

FAS 4/4", reg. wdth. and lgth., 6 mos. dry; NO. 1 & 2 C. both 4/4", reg. wdth. and lgth., 8 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

SOUND WORMY 4/4", ran. wdth. and lgth., 16 mos. dry; FAS 4/4", ran. wdth. and lgth., 18 mos. dry. J. V. STIMSON, Huntingburg, Ind. 5 5'0", rog. rdth. and lgth. 5 mos. dry.

18 mos. dry. J. V. STIMSON, Huntingburg, Ind.
FAS 5/8", reg. wdth. and lgth., 5 mos. dry;
FAS 4/4", 10" & up, reg. lgth., 6 mos. dry,
STIMSON VEN. & LBR. CO., Memphis. Tenn.
FAS & NO. 2 C. 4/4". VAIL COOPERAGE
COMPANY, Fort Wayne, Ind.
NO. 2 C. & BTR. 4/4 to 8/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

HARDWOODS FOR SALE

OAK—QUARTERED WHITE

OAK—QUARTERED WHITE

NO. 2 C. 4/4". H. H. HITT LUMBER CO..
Decatur, Ala.

FAS 4/4 to 8/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

FAS 3/8", reg. wdth. and lgth.; FAS 1/2,
5/8, 3/4, 4/4, 5/4 & 8/4". 10" & up. reg. lgth.;
NO. 1 C., 3/8, 5/8, 4/4, 5/4 & 8/4", 16" & up. reg. lgth.;
NO. 1 C., 3/8, 5/8, 4/4, 5/4 & 4/4", reg.
wdth. and lgth.; CLEAR STRIPS, 4/4", 2-3½",
44-4½", 2½—5½", all reg. lgth. LAMB-FISH
LUMBER CO., Charleston, Miss.

FAS 3/8 & 5/8", reg. wdth. and lgth., 1 yr.
dry; SELECT 4/4", reg. wdth. and lgth., 1 yr.
dry; SELECT 4/4", reg. wdth. and lgth., 1 yr.
dry; CLEAR STRIPS 4/4", 2½-3½"; CLEAR
SAP STRIPS 4/4", 1½-2", 2½-3½", both reg.
lgth. NICKEY BROS. INC. Memphis. Tenn.

NO. 1 C. 4/4 & 8/4", reg. wdth. and lgth.. dry.
PENROD, JURDEN & McCOWEN, Memphis,
Tenn.

FAS 4/4", reg. wdth. and lgth.. 50% or more
14 & 16' 8 mos. dry: NO. 1 C. 8/4" reg. wdth.

PENROD, JURDEN & McCOWEN, Memphis, Tenn.

FAS 4/4", reg. wdth. and lgth., 50% or more 14 & 16', 8 mos. dry; NO. 1 C. 8/4", reg. wdth. and lgth., 6 mos. dry; NO. 2 C. 4/4", reg. wdth. and lgth., 6 mos. dry. PHILIP A. RYAN LUMBER CO., Lufkin, Tex.

NO. 1 & 2 C. both 4/4", reg. wdth. and lgth., 1 yr. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

FAS & NO. 2 C. both 4/4", ran. wdth. and lgth., 1 yr. dry. NO. 3 C. 4/4", ran. wdth. and lgth., 1 yr. dry; NO. 3 C. 4/4", ran. wdth. and lgth., 1 fo mos. dry; CLEAR STRIPS 4/4", 2½-2", ran. lgth., 20 mos. dry; CLEAR STRIPS 4/4", 5-5½", ran. lgth., 2 yrs. dry. J. V. STIMSON, Huntingburg, Ind.

FAS, 1/2", reg. wdth. and lgth., 8 mos. dry; NO. 1 C. 3/8 & 1/2", reg. wdth. and lgth., 8 mos. dry; NO. 1 C. 4/4", reg. wdth. and lgth., 8 mos. dry; STIMSON VENEER & LBR. CO., Memphis, Tenn.

FAS 4/4", reg. wdth. and lgth., dry; NO. 1 C. 5/4, 6/4 & 8/4", reg. wdth. and lgth., dry; NO. 2 & 3 C. 4/4", reg. wdth. and lgth., dry; NO. 2 C. & BTR. 4/4", W. R. WILLETT LUMBER CO., Louisville, Ky.

OAK—MISCELLANEOUS

SD. KNOTTED WORMY, 4/4"; SEL. BILL, 2x6", 6-16'; SOUND, 8/4", 6-12". BABCOCK LUMBER & LAND CO., Knoxville. Tenn. NO. 2 C. 4/4", reg. lgth., 50% 14 & 16', 1 yr. dry; NO. 2 C. 5/4", reg. wdth.. 50% 14 & 16', 2 mos. dry. LITTLE RIVER LUMBER CO.. 8 mos. dry. LITTLE RIVER LUMBER CO.. Townsend, Tenn. FAS, pl. red and white, 5/4". PROBST LUMBER CO., Cincinnati, O.

POPLAR

NO. 1 C. 4/4", good wdth., 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS & NO. 1 C. both 4/4". BABCOCK LUMBER & LAND CO., Knoxville, Tenn.
PANEL 4/4". H. H. HITT LUMBER CO.,

BER & LAND CO., Knosville, Tenn.
PANEL 4/4". H. H. HITT LUMBER CO.,
Decatur, Ala.
FAS 5/8"; COM. & BTR. 4/4". HOFFMAN
BROS. COMPANY, Fort Wayne, Ind.
FAS 4/4, 5/4 & 6/4", reg. wdth., 60% 14 & 16', kiln-dried; NO. 1 & PANEL, 4/4", 18 to 23", 60% 14 & 16', 8 mos. dry. LITTLE RIVER
LUMBER CO., Townsend, Tenn.
COM. & BTR. 5/8 to 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER
MILLS, Louisville, Ky.
FAS 4/4", 50% 14 & 16', 8 mos. dry;
SAP & SEL. 4/4", 50% 14 & 16', 8 mos. dry;
SAP & SEL. 4/4", 50% 14 & 16', 8 mos. dry;
SAP & SEL. 4/4", 50% 14 & 16', 8 mos. dry;
NO. 1 C. 4/4 & 5/4", 50% 14 & 16', 8 mos. dry;
NO. 2 C. 4/4 & 5/4", 50% 14 & 16', 8 mos. dry;
NO. 3 C. & BTR. 5/8 to 16/4". W. R. WILLETT LUMBER CO., Louisville, Ky.
NO. 1 & PANEL, 5/8", 18" & wup. FAS 5/8",
NO. 2 C. 4/4", NO. 2 C. 5/8", 5/4 & 6/4",
NO. 1 C. 5/8 to 8/4"; NO. 2 C. 5/8", 5/4 & 6/4",
NO. 1 C. 5/8 to 8/4"; NO. 2 C. 5/8", 5/4 & 6/4",
NO. 1 C. 5/8 to 8/4", 6" & up. standard lgth., 2 yrs. dry; CLEAR SAPS 5/8 to 8/4", 4" & w. y. standard lgth., 2 yrs. dry; CLEAR SAPS 5/8 to 8/4", 4" & up. standard lgth., 2 yrs. dry; CLEAR SAPS 5/8 to 8/4", 6" & up, standard lgth., 2 yrs. dry; NO. 1 C. 5/8 to 8/4",
LUMBER CO., Buffalo, N. Y.

SYCAMORE

SYCAMORE

LOG RUN, M. C. O., 4/4", reg. wdth., 50% 14 to 16', 6 mos. dry. LIBERTY HARDWOOD LBR. CO., Big Creek, Tex.

WALNUT

FAS 3 8"; COM. & BTR. 4 4 to 6 4". HOFF-MAN BROS. COMPANY, Fort Wayne, Ind. FAS & NO. 1 C. 5/8 to 8,4", very dry. HUU-DLESTON MARSH MAHOGANY CO., Chicago, Ill.

DLESTON MARSH MAHOGANY CO., Chicago, III.

COM. & BTR. 4/4", ran. wdth, and 1gth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

LOG RUN 5, 4, 6 4 & 8.4", reg. wdth. and 1gth. NICKEY BROS., INC., Memphis, Tenn. FAS 4/4"; NO. 1 C. 1-2 to 12 4". PENROD WALNUT & VENEER CO., Kansas City, Mo. FAS, NO. 1 C. & NO. 2 C., 4/4" & heavier in all grades. PICKREL WALNUT CO., St. Louis, Mo.

LOUIS, Mo.

NO. 2 C. 4/4", ran. wdth. and lgth., 16 mos. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN 4/4". VAIL COOPERAGE COMPANY, Fort Wayne, Ind.

FLOORING

BIRCH

NO. 1, 13/16x2 $\frac{1}{4}$ ", matched. KERRY & HANSON FLG. CO., Grayling, Mich.

MAPLE

NO. 1, 13/16x3¼", matched; NO. 1, $1\frac{1}{16}$ x2½", matched; PRIME, 13/16x4" and $1\frac{1}{16}$ x4", matched; PRIME, 13/16x3½", jointed; CLEAR, $1\frac{1}{16}$ x2½", matched. KERRY & HANSON FLG. CO., Grayling, Mich.

MISCELLANEOUS

COM. & BTR. 5/4" x 4", 2-16'. BABCOCK LUMBER & LAND CO., Knoxville, Tenn.

DIMENSION LUMBER

WALNUT

CLEAR SQUARES, 2½x2½"—10 to 36"; PICKREL WALNUT CO., St. Louis, Mo.

VENEER—FACE

GUM-RED

QTD., FIG'D., any thickness. L VENEER MILLS, Louisville, Ky. LOUISVILLE

MAHOGANY

PLAIN & FIGURED 1/28 to 1/4", Mexican and African, HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—PLAIN

RED and WHITE, sawed and sliced, all thicknesses. HOFFMAN BROTHERS CO., Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANYTHING in walnut veneers, pl. & fig., rty. and sliced. PICKREL WALNUT COMPANY, St. Louis, Mo.

CROSSBANDING AND **BACKING**

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS & TOPS

ASH

3 and 5 PLY. WISCONSIN SEATING COMPANY, New London, Wis.

BIRCH

STOCK SIZES 1'4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS. Louisville, Ky.
STOCK SIZES 1/4, 5/16 & 3 %, good 1S and 2S. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.
PLAHN and FIGURED, 3 and 5 ply. WISCONSIN SEATING COMPANY, New London, Wie

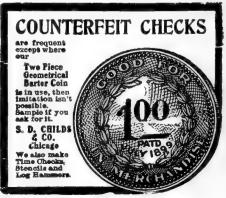
OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, good 18 and 28. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
PLAIN RED and QTD. RED and WHITE, and 5 ply. WISCONSIN SEATING COMPANY, New London, Wis.

WALNUT

ANY thickness LOUISVILLE VENEER MILLS, Louisville, Ky.
PLAIN and FIGURED, 3 and 5 ply. WISCONSIN SEATING COMPANY, New London, Wis.

WIS. PLAIN and FIGURED veneers. PENROD WALNUT & VEN. CO., Kansas City, Mo.



CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For	one insertion25c a line	
For	two insertions40c a line	
For	three insertions55c a line	
For	four insertions65c a line	

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED-VENEER SALESMEN

Experienced in Mahogany and Walnut trade, by coming Chicago concern—one for Chicago and vi-cinity, and one for road. Can select own custom-Salary, or salary and commission. Good opportunity for right men.

Address "BOX 108," care HARDWOOD RECORD.

WANTED

A competent hardwood lumber grader. work for a reliable man. State wages and ex-

JOHN S. OWEN LUMBER CO., Owen, Wis. DIMENSION STOCK FOR SALE

TIMBER LANDS FOR SALE

TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

TIMBER ESTIMATING

TIMBER ESTIMATING

THOS. J. McDONALD, Forest Engineer,

East Tennessee Bank Bldg., Knoxville, Tennessee.

TIMBER ESTIMATORS

Sanborn & Gearhart, Asheville, N. C.

HARDWOOD TIMBER ESTIMATOR NORTHERN, SOUTHERN AND TROP-ICAL TIMBER

D. E. Lauderburn, Forest Engineer, 158 Fifth Avenue, New York, N. Y.

LOGS WANTED

WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

MACHINERY FOR SALE

FOR SALE

400 HORSEPOWER NORDBERG ENGINE Rocker Valve. Cut-off Governor, 22"x40". Good condition.

Can now be seen in operation at our plant.

GRAND RAPIDS FURNITURE CO., Grand Rapids, Mich.

FOR SALE

Assortment good second-hand sawmill machinery-Band Mill, Carriage, Shotgun Feed, Hill Nigger, Edger, Automatic Trimmer, Slasher, Garland Refuse Conveyor, Log Conveyor, Kicker and Turner, Engines, Boilers, Hot Water Heater, Endless amount Shafting, Boxings, Clutches, Pulleys, Conveyor Chains, Splendid condition. Write us for price. GEO. T. HOUSTON & CO., 211 Rallway Exchange Bldg., Chicago, Ill.

For sale complete woodworking machinery outfit for the manufacturing of stepladders, also complete machinery outfit for furniture manufacturing. Send for list. Address B. G. DEER-ICKS, 4059 St. Clair Ave., Cleveland, O.

FLOUR MILL MACHINERY

Forty Bbl. roller process, in good condition, never run much. Will sell, or exchange for planing mill machinery

D. C. SHIREY & SON, Youngstown, Pa.

VENEERS FOR SALE

FOR SALE ROTARY CUT

and kila-dried veneers in gum, pine, beech-box and furniture grade. F. A. CARRIER, 715 Finance Bldg., Kansas City, Mo.

FOR SALE

150 M' 1/20 quarter sawn white oak veneer, select common grade, good figure, 6" to 14" wide, largely 8" to 11" wide, 10' to 16' long.
WILLIAMSON-KUNY MILL & LUMBER CO.,

Mound City, Illinois.



LUMBER WANTED

WANTED 10/4 NO. 1

Common and better hickory, to be shipped green from the saw. Will send inspector to load, where quantity justifies, and pay cash. Can use unlimited amount. Address,

LOVE, BOYD & CO., Nashville, Tenn.

LUMBER FOR SALE

THIN QTD. WHITE OAK LUMBER FOR SALE

4 cars % and % quarter sawn white oak veneer backing boards, FAS and select grade, 6" to 14" wide, mostly 8" to 11" wide, 10' to 16'

WILLIAMSON-KUNY MILL & LUMBER CO., Mound City, Illinois.

DIMENSION STOCK WANTED

WANTED

2x2x30" Gum Squares. LEOPOLD DESK COMPANY, Burlington, Towa.

DIMENSION STOCK FOR SALE

FOR SALE-ASH SQUARES

12,000 feet 1% x1%,", 28" and 32" long.

77 pieces 5x5"; 178 pieces 4x4"; 1,560 pieces 3x3", all 8 feet and up long.

Also 66,000 feet 11/2 x114" and 2x2", 30" and 36" long, slightly discolored by water.

All of the above is clear stock, free from centers.

> S. K. TAYLOR LUMBER CO., Mobile, Ala.

FOR SALE

1 car 2x2-24, 36 & 48" clear Sap Gum Squares.

1 car 2x2-24, 36 & 48" clear Oak Squares. Can make prompt shipment and also cut other lengths. Write for delivered prices.

PROBST LUMBER CO., Cincinnati, O.

MISCELLANEOUS

WANTED TO BUY CARLOTS

Hardwood sawdust, must be dry and clean, free from chips or shavings. State from what kind of lumber this is made and price per ton your mill, and how you load it.

Also in market for softwood dust. Address "BOX 111," care Hardwood Record.

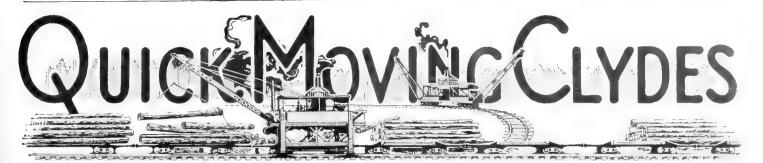
Loans on Timberland

We have internationally recognized facilities based on 36 years experience in timberland and lumber matters.

Long or short terms. Amounts from \$50,000 up, as conditions warrant.

JAMES D. F IMBER CEY

332 South Michigan Avenue, Chicago



A BONUS-PLAN FOR SKIDDERMEN



is the subject of the leading article in LOGGING for September, '16. It has worked out well and is worth your consideration.



Send for a Sample Copy of this number of LOGGING and judge for yourself whether this or some similar bonus plan might be made applicable to your business.

CLYDE IRON WORKS

Manufacturers of Quick-Moving Clyde Logging Machinery DULUTH, MINNESOTA, U.S.A.

NORTHERN MANUFACTURERS

We Can Ship at Once

80M 4/4 No. 3 Com. Basswood 20M 5/8 No. 3 Com. Maple 100M 4/4 No. 3 Com. Beech 45M 4/4 No. 3 Com. Birch 18M 5/4 No. 3 Com. Birch

ASK FOR PRICES ROUGH OR WORKED

Our fully equipped planing mill is always running.

EAST JORDAN LUMBER CO

Manufacturers "IMPERIAL" Maple Flooring

EAST JORDAN, MICH.

We Have It

WINTER SAWN WISCONSIN HARDWOODS

 4/4 to 8/4 Red Birch
 4/4 Log run Soft Elm

 4/4 to 8/4 Unselected Birch
 4/4 No. 3 Soft Elm

 4/4 to 8/4 Plain Birch
 4/4 Log run Red Oak

 4/4 to 6/4 Basswood
 4/4 Log run Hard

Let us quote you prices

RICE LAKE LUMBER COMPANY

Yards and Mills, RICE LAKE, WISCONSIN

"Chief Brand" Maple and Beech Flooring

in $\frac{2}{3}$, $\frac{5}{3}$ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING MICHIGAN

We are members of the Maple Flooring Manufacturers' Association

We have the following to offer at low prices, for immediate shipment:

2 cars 6/4" No. 1 Com-Btr. Soft Elm. 2 cars 4/4" No. 2 Com-Btr. Northern Michigan Soft Elm. 2 cars 5/4" No. 2 Com-Btr. Rock Elm.

1 car 1x4" one and two face clear Maple Strips. 200M' 4/4" No. 2 Com-Btr. Michigan Hard Maple.

WE ALSO HAVE A FINE ASSORTMENT OF GOOD BIRCH IN ALL THICKNESSES

FOSTER BROS.

WISCONSIN AND MICHIGAN HARDWOODS

Tomahawk, Wis.

"IDEAL" Steel Burnished

Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock, and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber-All Kinds

Send Us Your Inquiries

I. STEPHENSON CO., Trustees Wells, Michigan

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Iron Mountain, car shipments:

100	Μ	ft
50	\mathbf{M}	ft
50	M	ft4/4 No. 1 Common Birch
15	M	ft
15	M	ft
50	M	ft
22	\mathbf{M}	ft
100	M	ft 6 ft. Coal Door Lumber

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefury prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you Write for turms.

Lumbermen's Credit Assn., Established 1878

608 So. Dearborn St. CHICAGO

Mention This Paper

55 John St. EW YORK CITY

SECURE BETTER PRICES

AT LESS SELLING COST BY REACH-ING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.

VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer. Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

Bent Work Cannot Be Properly

Produced by the Inexperien.

No other class of panel work demands such exact knowledge—it isn't merely a question of the WILL to do good work but of the EXPERIENCE behind the will.

OUR EXPERIENCE IN THIS LINE IS AS OLD AS OUR COMPANY

WISCONSIN SEATING COMPANY, New London, Wis.

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. It's the BEST sales medium for hardwood lumber.

DOOR MAKERS

can buy one '\s'' birch and oak veneer from stock on hand. This means prompt service. We sell log run or cut to standard dimensions.

FURNITURE MANUFACTURERS

can be assured of consistent quality in our 3/16'' and $\frac{1}{4}''$ three-ply birch or oak drawer bottoms or case racks.

Wisconsin Veneer Co.

Rhinelander, Wisconsin

For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. Our Card Index System of those wants, just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

HARDWOOD RECORD

CHICAGO



The Foremost Hardwood Market of the East

T. SULLIVAN & CO.

Hardwoods

Ash and Elm

NIAGARA—CORNER ARTHUR

Atlantic Lumber Company HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller

Hardwoods of All Kinds

1142 Seneca St.

G. ELIAS & BRO.

HARDWOODS

White Pine, Yellow Pine, Spruce, Hemleck, Fir, Lumber, Timber, Millwork, Boxes, Mattle and Oak Flooring

955-1015 Elk Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK
940 Elk Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

Buffalo Hardwood Lumber Co.

OUR SPECIALTY
Plain and Quartered Red
and White Oak and Ash

940 SENECA STREET

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut,

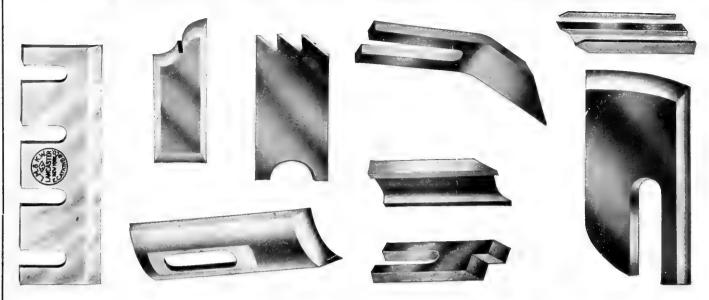
1100 Seneca Street

Standard Hardwood Lumber Co. OAK, ASH AND CHESTNUT

1075 Clinton Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

ATKINS MACHINE KNIVES



THE steel used in all ATKINS MACHINE KNIVES is made under our own formula. We honestly believe that it is the best steel we have ever seen for this purpose. Thousands of efficiency experts in the largest plants in the world agree with us and are buying our Knives.

Our long experience has taught us the proper tempering methods to avoid hard and soft spots and brittleness. They are given that hard, tough temper so essential to long edge holding qualities. We are sure they will make good in your plant. Will you try them?

High Speed Knives

One of our important specialties. We are very successful with Atkins Thin Knives, made of High Speed Steel. You will find them economical. We have just published a Machine Knife Book. It illustrates and describes all types of Knives for all purposes. It shows the prices for all Knives. Give us your address and we will send one with our compliments.

E. C. ATKINS & COMPANY, Inc.

The Silver Steel Saw People

Home Office and Factory, INDIANAPOLIS, IND.

Machine Knife Factory, LANCASTER, N. Y.

Canadian Factory, HAMILTON, ONT.

Branches carrying complete stocks in the following cities. Address E. C. ATKINS & CO.
MEMPHIS, NEW ORLEANS, PORTLAND, ORE. SEATTLE, SYDNEY, N

ATLANTA, CHICAGO, MEMPHIS, NI MINNEAPOLIS, NI

NEW ORLEANS, NEW YORK CITY, PORTLAND, ORE. SAN FRANCISCO,

SEATTLE, SYDNEY, N. S. W. VANCOUVER, B. C. PARIS, FRANCE.

Preparedness

We have mobilized for an emergency

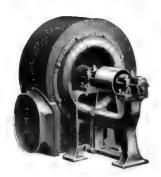
It is well that consumers of lumber familiarize themselves with conditions for an emergency.

If So

When the crisis comes and you need dry, well manufactured lumber and need it badly, you are prepared, having familiarized yourselves with the quality and character of lumber produced by

STIMSON MILLS

KALAMAZOO MILL EXHAUSTERS



HAVE BETTER BEARINGS

ARE BUILT HEAVIER

GIVE LONGER SERVICE

THEY ARE ADJUSTABLE AND REVERSIBLE

WRITE FOR CATALOG R-11

CARAGE FAN OMPANY. HEATING VENTILATING & DRVING ENGINEERS. KALAMAZOO-MICHIGAN-U.S.A.

GRAND RAPIDS VAPOR DRY KILN

GRAND RAPIDS MICHIGAN

Our Representatives Are More Than Salesmen

They are experienced kiln engineers and can be of help to you in your kiln and yard arrangement; or, in fact, anything in relation to lumber drying.

Our complete organization is at your service, backed by thirty years of woodworking and the installation of over 1450 kilns in fifty-seven different branches of woodworking.

Outline to them or us what you want to do and we will tell you how it can be done.

GRAND RAPIDS VENEER WORKS
Grand Rapids, Mich. Seattle, Wash.
Western Agents GREEFF VARNISH KILNS



SOULE Steam Feed

Designed for the sawmill by a mill-man.

It will not use excessive steam and gives instant and positive control.

Our prices are actually, not relatively, low.

It has positively increased capacity from 10 to 50 per cent

SOULE STEAM FEED WORKS MERIDIAN, MISS.

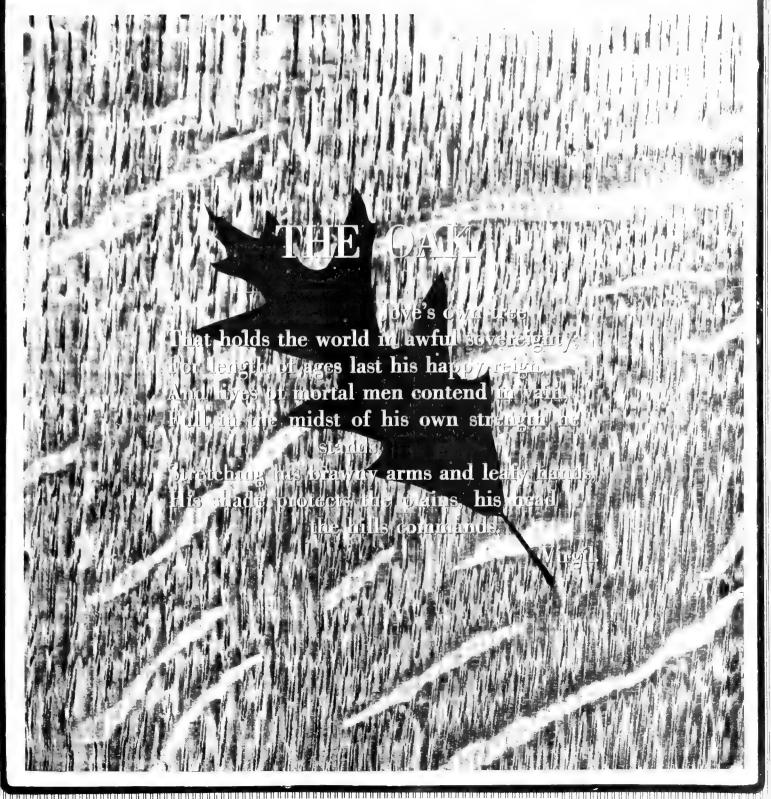
DRUM OUTFITS, STACKERS, POWER TIMBER HANDLERS, LATHES, DOGS AND OTHER MILL EQUIPMENT

FORWOOD RECORD

Twenty-Second Year Semi-Monthly

CHICAGO, NOVEMBER 25, 1916

Subscription \$2. Single Copies, 10 Cents.



JULIKAN JANGARAN JANGARAN MARAN JANGARAN JANGARAN JARAN JARAN JARAN JANGARAN JANGARAN JANGARAN JANGARAN JANGAR

-Manufacturers of-HARDWOODS

ESTABLISHED 1798

Large and well selected stock for prompt shipment

J. Gibson McIlvain & Company Philadelphia, Pennsylvania

ROTARY GUM CORE STOCK CROSSBANDING

BUILT-UP PANELS and DRAWER BOTTOMS

Chicago Office
GEORGE B. OSGOOD, Peoples Gas Bldg.
Grand Rapids, Mich., Office
FRANK B. LANE, Houseman Bldg.

The Anderson-Tully Company MEMPHIS, TENN.

Manufacturers of Southern Hardwoods, Veneers and Panels
(See inside back cover this issue)

Thirty years' experience in cutting Rotary—

Timber of the first quality— Modern equipment—

Thorough and scientific drying— Staunch crating—

—Thus are we enabled to render you Service—Quality Backed by

THE GOLDEN RULE

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan



American Black Walnut

- ¶ Ohio Valley Walnut is conceded the finest for Veneers—the kind with the dark color and good figure.
- ¶ We can furnish Veneers in sliced quartered showing the pronounced stripe or half round with figure like the illustration.
- ¶ New lot of wood just cut. It will pay you well to see our line of samples. It will cost you nothing to let us show you.

WRITE RIGHT NOW FOR THE SAMPLES

The Louisville Veneer Mills

MANUFACTURERS

American Walnut-Figured Gum-Mahogany

LOUISVILLE, KY.

BAY CITY, MICH.

The Largest Producing Center of Michigan Hardwood

"FINEST"

Maple and Beech FLOORING

∴ Michigan ∴ Hardwood Lumber

Write for Prices

W. D. Young & Co.

The Kneeland-Bigelow Company

BEECH

200 M ft. of 6/4 No. 3 Common 500 M ft. of 5/4 No. 3 Common

MAPLE

750 M ft. of 5/4 No. 3 Common

J. RAYNER VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

GARROLL AVE. AND SHELDON ST. CHICAGO



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced mands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind naling—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is tree

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Complete stock of 3/8" and 13/16" in all standard widths

PLAIN and QUARTERED RED and WHITE OAK

AND OTHER HARDWOODS

EVEN COLOR SOFT TEXTURE

MADE (MR) RIGHT

We have \$5,000,000 feet dry stock—all of our own manufacture, from our own timber growm in EASTERN KEN-TUCKY.

Oak Flooring

PROMPT SHIPMENTS

THE MOWBRAY & ROBINSON CO., Inc.

PREPAREDNESS

for coming good times will make you SEND US YOUR INQUIRIES FOR

Specialties Oak, Gum, Cypress

CLARENCE BOYLE, Inc.

LUMBER EXCHANGE BLDG. CHICAGO Band Saw Mill Wildsville, La.

HERRICH TO THE TRANSFORMATION OF THE PROPERTY OF THE PROPERTY

J. M. Attley & Company

Southern Hardwoods

-SPECIALTIES-OAK, ASH, GUM, MAPLE

Thirty years in business

1209 Lumber Exchange, Chicago

G. W. Jones Lumber Co.

NORTHERN AND SOUTHERN HARDWOODS

ALWAYS IN THE MARKET FOR DRY STOCK

807 Lumber Exchange, Chicago

Telephone-Randolph 2315

MAISEY & DION **CHICAGO**

Kiln Dried and Air Dried

Hardwoods

Secure Better Prices

at less selling cost by reaching more customers. Hardwood Record puts you before them All Twice a Month

ASK US ABOUT IT

CHICAGO

History of the

Largest Lumber Centre

World

OFFICE AND STORE FIXTURES

Manufacturers of store and office fixtures in Illinois consume annually 21,068,000 feet of lumber, and more than three-fourths of it is

worked in Chicago.

This industry calls for much highclass material, and about ninety per cent is hardwood and the balance is softwood. The soft woods reported are white pine, longleaf pine, cypress, shortleaf pine, Sitka spruce, black spruce, Norway pine, and red cedar—eight in all. There are twenty-five hardwoods listed in this industry. The most important hardwoods, with the yearly use of each for fixture manufacturing in Chicago, are the following:

Hardwood,	Annual use—fee
White oak	
Birch	
Poplar	2,743,000
Red oak	2,416,500
Chestnut ·	995,000
Basswood	784,500
Mahogany	726,000
White elm	579,000
Sugar maple	561,000
Red gum	451,000
Cottonwood	384,000
Sycamore	255,000
Rock elm	210,000
Soft maple	134,000
Ash	118,000
Black walnut	51,000
Cherry	41,000
Butternut	26,000
Tupelo	16,000
Hackberry	6,000

Manufacturers of fixtures make careful selection of woods, for the work is high class. Here are seen some of the finest figured woods that can be procured, and the fin-isher does his best work in polishing and staining the panels, columns and tops intended for show.

Veneers are in much use as outside parts, while frames and concealed parts are of cheaper woods, but all must be of good quality and well seasoned. Checking and warping are carefully guarded against.

The industry includes show cases, counters, fixed desks, tables, and seats; partitions to separate the compartments or cages of large offices: shelving and cabinets for stores; bars for saloons; ticket racks for railroad offices; and many fixtures of a similar kind.

Fixtures differ from interior finish in that they may be removed with-out seriously marring the room; but they cannot be removed as readily as furniture.

(See next issue)

TRADE IN CHICAGO

Utley-Holloway Company

General Offices, 111 W. Washington St. Manufacturers

Oak, Ash, Cottonwood, Elm. Gum CHICAGO, ILLINOIS

BAND MILLS
Helena, Arkansas—Kanema, Arkansas

FRED W. UPHAM

TELEPHONE CANAL 5772

UPHAM & AGLER

WHOLESALE Hardwood Lumber

Throop Street SOUTH OF TWENTY-SECOND

OLI TALLARI DELL'ARIA DELL'ARIA DELL'ARIA DELL'ARIA DELL'ARIA DELL'ARIA DELL'ARIA DELL'ARIA DELL'ARIA DELL'ARIA

HEADQUARTERS FOR CHESTNUT AND BIRCH

Geo. D. Griffith & Co.

WHOLESALE **HARDWOODS**

805 Lumber Exchange Building

Madison & La Salle Sts.
TELEPHONE RANDOLPH 2165 Chicago, Ill.

SCIENTIFICALLY KILN DRIED

Birch Oak Gum

RED CEDAR MAHOGANY

D. W. Baird Lumber Co.

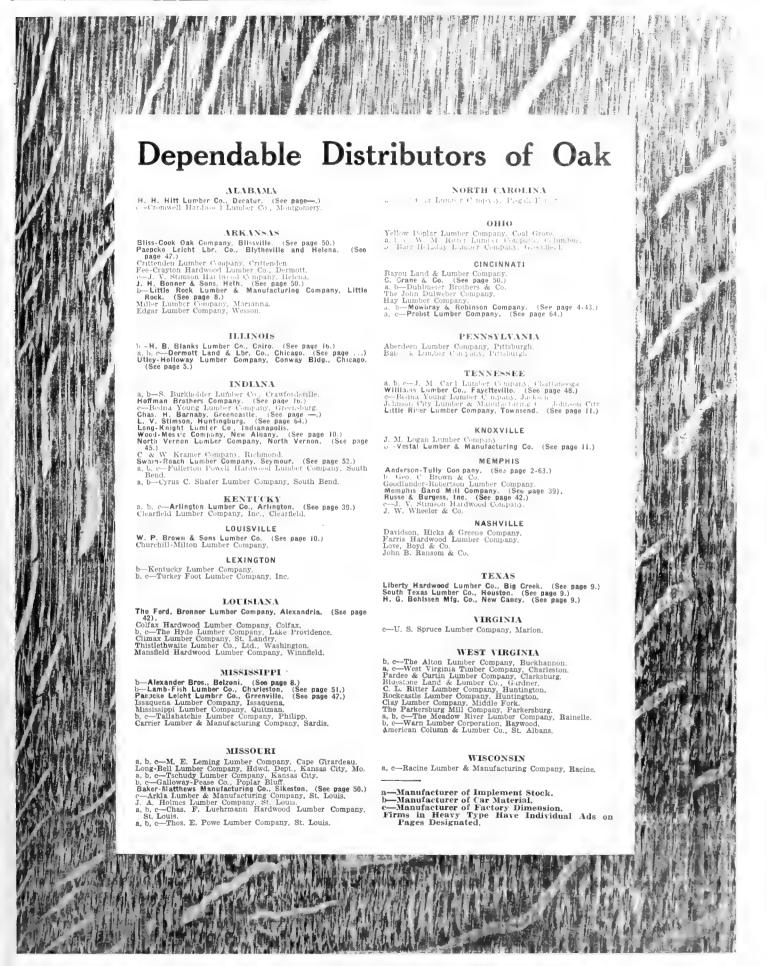
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FOR case-goods manufacturers, producing a standard line in quantities. we have facilities for furnishing clear Oak cut to exact sizes for their furniture parts, and sound dimension for interiors.

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Band-Sawed Otd. White Oak 4/4 to 8/4 Plain Red Oak 4/4 to 8/4 Plain and **Duartered Red Gum** 4/4 to 8/4 Sap Gum 4/4 to 8/4 Ash 4/4 to 20/4

Car Material In the HEART of the Best

Arkansas Timber

Long Lengths We ship as high as 60% 14 and 16 foot.

Good Widths

10% to 15% in Quartered white Oak guaranteed 10" and up. Plain Oak made as wide as is consistent with good manufacturing.

Manufacture

Our manufacturing cost is 1/3 higher than it would be if we lowered our standard.

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National inspection Guaranteed, Experienced and careful in-spectors who ship a straight, reliable even grade.

Little Rock Lumber & Mfg. Co. D. S. WATROUS, Sec'y-Mgr. Little Rock, Arkansas

Lumber Scarce? Try This List!

75,000' 1" No. 2 C. & B. Q. S.
White Oak.
5,000' 1\(\frac{1}{4} \)" No. 2 C. & B. Q. S.
White Oak.
\(\frac{1}{4} \)" Ist and 2nds Plain White
Oak. 000' 1" 181 and 2 Common Plain 000' 1" No. 2 Common Plain 0 000 1" No. 2 Common & Better Q. S. Red Oak.

25,000' 1" No. 2 Common Plain Red 25,000' 1" No. 1 C. & B. White Ash. Ash. 8,000' 2" No. 1 C. & B. White Ash.

Ash. 7,000' 1" Log Run Cherry. 8,000' 1" Log Run Butternut. 10,000' 1" Log Run Black Walnut.

SAINT FRANCIS BASIN STOCK

50,000' 1" No. 2 C. & B. Q. S. White Oak, 80,000' 1" Ist and 2nds Plain White Oak, 110,000' 1" No. 1 Common Plain White Oak, 90,000' 1" No. 2 Common Plain White Oak, 25,000' 1" No. 2 Cc & B. Q. S. Red Oak, 15,000' 1" Ist and 2nds Plain Red Oak, 20,000' 1" No. 1 Common Plain Red Oak, 65,000' 1" No. 2 Common Plain Red Oak, 65,000' 1" No. 2 Common Plain Red Oak,

30,000' 1" 1st and 2nds Cypress.
75,000' 1" Select Cypress.
25,000' 2" Select Cypress.
25,000' 2" Select Cypress.
25,000' 2" No. 1 Cypress.
400,000' 1" No. 1 Common Cypress.
80,000' 1" No. 2 Common Cypress.
This cypress is excellent widths and 40,000' 1" No. 2 C. & B. Locust.
17,000' 1" No. 2 C. & B. Locust.
17,000' 1" No. 2 C. & B. Locust.

VAIL COOPERAGE CO.

Fort Wayne, Indiana

Alexander Brothers

Stock and Price List

ov.	15th,	1916	F.	0. B.	Belzoni	В	ELZONI	, MIS
			OTTAR	TERED	WHITE OA	K*		
			FA		No. 1		No. 2	Com.
4/4							27,500	\$20.00
			37.200	\$70.00	71,000	\$40,00	5,000	22.00
				72.00	8,000	42.00	3,110	22.00
				72.00	8,000	42.00	0,110	22,00
			8,800	74.00	29,000	44 00	18,500	24.00
10/4			0,000	*****	5,000	45.00	14,300	24.00
			22,800		17,000			
						* * * * *		
				35.00	75,000	22,00	2" to 4"	TEND
				50.00				
			4.000	40.00			4" to 51/2 2" to 4"	DOM
6/4			4,000	40.00	500		2" to 4"	
0/ 2			OTTA	nmenen			2" to 4" .	BSND
3/4			QUA	RTERED			2 000	10.00
					8,000	25.00	3.000	18.00
5/4			05.500		5,500	32.00	51,500	20.00
6/4			27,500	53.00	87,500	32.00	32,500	22.00
			* 11 11 1	11111	52,100	32.00	17,000	22.00
			3,000	55.00	2,000	32.00		
8/4					16,500	35.00		
5/4				60,00				
4/4				35.00	50,200	20.00	2" to 4"	
4/4			13,000	45.00			4" to 51/2	" BSNI
5/4			7.000	36.00	1,500	20.00	2" to 4"	BSND
			PL	AIN WE	HTE OAK			
4/4			500	45.00	5,000	22.00		
5/4			300	45.00	1.200	22.00	500	12.00
6/4			300	45.00	1.200	22.00	300	12.00
-, -				LAIN R		22.00	000	12.00
4/4			5.800	45.00	6,000	22.00	5.000	12.00
6/4			3,800	45 00	6.500	22 00		
0, 1			IGURED		ERED RED		****	****
4/4		-	. 31,200	60.00	13,000			
				62.00		40.00		
			1,800 27,000		2,500	45.00		
0/4				65,00		45.00		
4 /4				RTERED				
			400	32.00	300	22.00		
5/4					800	22.00		
			******	*****	4,200	24 00		****
			8,000	40.00	2,000	30.00		
8/4			1,000	42.00	3,000	30,00		
					BLACK GU	M		
4/4			44,200	30.00	31,400	22.00		
				SAP	GUM			
4/4					4,000	16.00	2,200	13.00
4/4			26,000	22.00	12" and	up wide		
4/4			85.000	26.00	13" to 17	" Box Bo	วลาดัส	
			00,000		35,000	17.50	1.000	14.00
			6,500	22.00	12.500	18.00	1,000	
			3,000	22.00	1.500	16.00		****
							15,400	15.00
				****	* * * * *			
10/4				0 0 0 0 0 Total	20		17,000	18.00
0.14				EL			** ***	10.00
6/4 .					separate she		17,000 will accept	13,00



Texas Has More Forested Area than Any Other State. Its Hardwoods Are Fast Coming Into Popularity



THE TEXAS OAKS

TEXAS WHITE and RED OAK is used today for every purpose to which OAK lumber is adapted, from the highest grade furniture fixtures and trim—where APPEARANCE is paramount—to car material, boxes and crates—where STRENGTH is essential. The OAKS reach their finest development in the rich alluvial soil of East Texas. The splendid growth attained by the TREE is reflected in the LUMBER.

Your Neighbor Buys TEXAS WHITE and RED OAK for

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MILL AT ONALASKA
Southern Pine Lumber Co...TEXARKANA

MILL AT DIBOLL
Philip A. Ryan Lumber Co...LUFKIN

Cottonwood MAGNOLIA HICKORY CYPRESS TUPELO

TEXAS—Ultimately the Principal Source of Hardwood Supply

For list of Stocks for Sale by these firms see pages 56-57



W. P. Brown & Sons Lbr. Co.

We offer for immediate delivery, the following:

4-4 1s and 2s, 350,000 ft 4-4 Nn 1 Com, 400,000 ft 8-4 Nn 1 Com, & Bet., 200,-000 ft.

PLAIN WHITE OAK.

4-4 Is and 2s, 250,000 ft. 4-4 No. 1 Com., 500,000 ft. 4-4 No. 2 Com., 350,000 ft.

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4-4 1s and 2s, 50,000 ft. 4-4 No. 1 Com., 200,000 ft.

PLAIN RED GUM. 4-4 1s and 2s, 135,000 ft. 4-4 No. 1 Com., 218,000 ft. QTD. RED GUM.

4-4 1s and 2s, 30,000 ft, 4-4 No. 1 Com., 55,000 ft, 8-4 No. 1 Com., & Bet., 150,-000 ft.

SAP GUM.

4 1 1s and 2s, 320,000 ft, 4 1 13' to 17' Box Boards, 150,000 ft,

POPLAR.

4-4 ls and 2s, 150,000 ft. 4-4 l3' to 17' Box Boards, 118,000 ft. 4-4 No. 1 Com., 346,000 ft. 5-4 No. 1 Com., 165,000 ft.

Wood Mosaic Company

Main Office, New Albany, Ind.

We offer for Immediate delivery:

We offer for Im

5-8 No 1 & Panel 18' and up,

21,500 ft.

5-8 No 1 & Panel 24' and up,

11,100 ft.

5-8 No 1 & Panel 24' and up,

11,100 ft.

5-8 1s ard 2s, 7' and up,

15,000 ft.

3-4 1s and 2s, 7' and up,

13,200 ft.

14 No 1 & Panel, 24' and

19, 7' on ft.

4-4 1s and 2s, 61,200 ft.

5-4 No 1 Panel, 18' and up,

5-4 1s and 2s, 38,100 ft.

5-4 1s and 2s, 38,100 ft. ### delivery:

6-4 No. 1 and Panel, 18' and up. 7,000 ft.

8-4 1s and 2s, 55,000 ft.

12-4 1s and 2s, 55,000 ft.

12-4 1s and 2s, 55,000 ft.

5-8 Saps & Selects, 36,200 ft.

4-4 Saps & Selects, 11,800 ft.

6-4 Saps & Selects, 12,800 ft.

6-4 Saps & Selects, 6,200 ft.

8-4 Saps & Selects, 6,200 ft.

8-4 No. 1 Com., 32,800 ft.

6-4 No. 1 Com., 32,800 ft.

6-4 No. 1 Com., 15,700 ft.

8-4 No. 1 Com., 15,700 ft.

8-4 No. 1 Com., 49,300 ft.

1-4 No. 2 A Com., 49,300 ft.

1-4 No. 2 A Com., 49,300 ft.

1-4 No. 2 Com., 18,800 ft.

1-4 No. 2 Com., 11,800 ft.

1-4 No. 2 Langlain, Red and

5,300 ft. 5-4 1s and 2s, 38,100 ft. 6-4 1s and 2s, 42,000 ft.

We carry a large stock of Quartered and Plain, Red and White Oak. Ash, Hickory, Walnut, Etc., of our own manufacture, Send us your inquiries. Can guarantee prompt shipment.

Norman Lumber Company

It will pay you to get in touch with

POPLAR HEADQUARTERS

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4-4 Is and 2s, 30,000 ft. 4-4 No. 1 com., 28,000 ft.

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3-4 Sap. & Sel., 20,000 ft. 6-4 No. 2 A. & B. Com., 35,-6-4 Sap. & Sel., 10,000 ft.

8-4 No. 2 A. & B. Com., 27,-8-4 Sap. & Sel., 18,000 ft. 3-4 No. 1 com., 20,000 ft.

Edward L. Davis Lumber Company

Kentucky and Indiana Oak, Ash, Walnut

are famous for color and texture. The careful buyer selects not merely "lumber," but stock that will do credit to the job. In our own sawmill at Louisville we cut up the finest logs produced in this section-and the consumer gets the benefit. Ask us for prices on what you need.

W. R. Willett Lumber Co.

If you need hardwoods send your inquiries to us. We are sales agents for the Parkland Sawmill Co., Louisville, Ky., and the Bond-Foley Lumber Co., Bond, Ky., both of which are band mills. Quality and satisfaction guaranteed.

POPLAR.

4-4 ls and 2s, 2 cars, 4-4 No. 1 Com., 50,000 ft, 4-4 No. 2 B, & No. 3, Com., 150,000 ft. 4-4 Panel, 5,000 ft. 5-8 Panel, 18 to 21 in., wide, 19,000 ft, 16-4 ls and 2s, 5,000 ft.

PLAIN RED OAK.

3-4 ls and 2s, 35,000 ft, 4-4 ls and 2s, 30,000 ft, 3-4 No 1 Com., 20,000 ft, 4-4 No. 1 Com., 58,000 ft,

PLAIN WHITE OAK.

4-4 ls and 2s, soft, 3 cars, 4-4 No. 1 Com., 100,000 ft, 4-4 No. 2 Com., 50,000 ft, 4-4 C. & B., Sd. Wmy, 50,000 4-4 No. 3 Com., 300,000 ft,

QTD WHITE OAK.

4.4 Is and 2s, 60,000 ft, 4.4 No 1 Com., 12,000 ft, 4.4 No 1 Com., 12 in and up, 13,000 ft, 4.4 C R, strips, 2½ to 5½ in., 100,000 ft, 6.4 C & R, 10 in. wide and up, 24,000 ft,

Mahogany Dimension Stock

we want to figure with you on your season's requirements. We are pioneers at this game, and know what we are about in cutting ma-hogany to size for furniture manufacturers and other users of this wood. We will take pleasure in making cost estimates on as few or as many cutting bills as you will send us, without further obligation on your part. Address Dimension Department

> C. C. Mengel & Bro. Company

Our Dimension department is operated in addition to our regular operations in mahogany and walnut lumber and veneers.





The Soft Textured Woods of This Region Have Never Been Surpassed

Impartial Observers Praise East Tennessee Hardwoods

IT is the unvarying opinion of fair-minded hardwood manufacturers and of well-schooled consumers familiar with the country's hardwood supply that the hardwoods of the great East Tennessee mountain region have never been surpassed even by the most widely acclaimed products of restricted areas.

East Tennessee hardwoods in every one of their great variety of species combine the zealously sought qualities of grade, good dimension, satisfying texture, and variety of figure which in some quarters are represented as being contained only in limited and closely worked regions where "each tree separately, and not the conglomerate forest," is the objective of the sawmill man, but—

The fact that the wonderful East Tennessee quality is embraced in the "forest" rather than in "each tree separately" is a big advantage to the buyer, as he is assured of unvarying supplies of any wood he wants and at all times—he can count on service.

The following firms are the principal manufacturers in this region who will tell you anything you want to know about East Tennessee quality.

The Babcock Lumber & Land Co. . . Knoxville, Tenn. Little River Lumber Co. Townsend, Tenn. Vestal Lumber & Mfg. Company Knoxville. Tenn.



What Does It Cost You to Haul Logs?

The warring nations are proving the ability and low hauling cost of the endless chain tread tractor.

The Strait Tractor

on snow roads, on gumbo roads, on any roads where you are hauling with teams—will work for you, save for you.

Tell us your hauling problems. Let us tell you what we are doing for others and what we can do for you.

Killen-Strait Tractor Co.

STEARNS"

HARDWOOD SPECIALISTS

Lower Peninsula

MICHIGAN MAPLE

A Complete Assortment Cross Piled and End Piled Winter Sawn White

WE SPECIALIZE IN DIMENSION STOCK

JAMES C. COWEN, Chicago Representative

The STEARNS SALT & LUMBER CO. LUDINGTON. MICH.

Walnut Buyers Know the Meaning of PENROD



Those who have had experience in buying American Walnut stock know what an advantage it is to deal with Penrod. This means, first, complete stocks, wide variety, exceptional character of material; second, long experience, expert knowledge, ability to insure satisfaction.

We Have What You Want—Plain and Fancy Stock—Veneers and Lumber

The illustration shows some of our Burl Walnut Veneer Stock, matched up to form a panel of exceptional attractiveness. If you want your products to have character and distinctiveness, and to be worth expending all the care and labor which must go on them, regardless of the quality of the foundation material, you will make no mistake in using Penrod Walnut.

PENROD WALNUT & VENEER COMPANY, Kansas City, Mo. "Walnut Specialists for Thirty Years" WALNUT LUMBER, WALNUT VENEERS

WALNUT

You buy shoes from a shoe store
because it specializes in shoes. By the same
reasoning you should buy walnut where
walnut is the exclusive product;
where concentration on one wood has made
possible specialized study of every
point of manufacture and handling. If you would understand
the methods which have
made our walnut accepted
as standard, you are
cordially invited
"to see it
done" at
our plant



This Plant produced Seventeen Million Feet of American Black Walnut last year—but will go much beyond that this year.

Pickrel Walnut Co. St. Louis, Mo.



MICHIGAN HARDWOODS

of the kind that make steady customers.

We try to see your side when grading.

White Pine, Norway and Hemlock

William Horner

• DER DE COMPREDE DE LA COMPRED DE COMPRED DE COMPRED DE DES DES DE DES DE DES DE DE COMPRED DE

Manufacturer of
"Smoothest"
MAPLE, BEECH & BIRCH
FLOORING

MILLS: Reed City and Neuberry, Mich.

Sole European Sales Agents: TICKLE BELL & CO. Royal Liver Bldg., Liverpool, England

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HARDWOOD RECORD

CHICAGO



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Capacity 10,000,000 feet

W. O. King & Company 2452 S. Loomis St. Chicago, Ill.



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BODCAW LUMBER CO.

Wm. B. Mershon & Co., Saginaw, Mich.

WM. WHITMER & SONS

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West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Finance Bldg.

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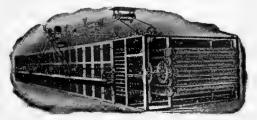
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IOWAWAINUT

The Most Beautiful and Most Practical of American Hardwoods

LUMBER AND SPECIAL DIMENSION

Des Moines Sawmill Co., Inc.







H. B. BLANKSLUMBER CO.

(NOT INCORPORATED)

L. C. ZINK SALES MANAGER CAIRO, ILLINOIS

Dry Kiln Door Carrier Co.



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Heat Time Trouble Money

IVIO

Door Carrier System

THOUSANDS ARE IN USE

THEY OPERATE PERFECTLY
on doors of any size, on
OLD OR NEW KILNS

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If you know exactly what quantity, kind, grade and dimension of hardwoods each factory uses and know the name of each buyer you can write a personal letter quoting only on those stocks each buyer really uses—and your total number of letters would not be any greater.

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HARDWOOD RECORD
537 So. Dearborn St. Chicago, Ill.



Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President Edwin W. Meeker, Managing Editor Hu Maxwell, Technical Editor

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Vol. XLII

CHICAGO, NOVEMBER 25, 1916

No. 3



Review and Outlook



General Market Conditions

THE DEVELOPMENTS OF LATE in the hardwood business indicate a diversity of opinion as to the causes for present advancing prices. Some seem to feel that the shortage of cars necessitating difficulty in securing stocks has been the dominant influence. Others maintain that the natural strengthening is entirely responsible.

It is undoubtedly true that the shortage of cars has had its effect on the prices through the crippling of movement of hardwoods, but no one can deny the sustained activity in woodworking circles. However, there is still a disturbing factor seen in the spread in values for the same commodities. For instance, one standard item of oak was offered to a certain representative buyer by representative firms at a figure almost nine dollars less than the price at which it was ordinarily quoted. This is by no means a criterion of general bearing, but it indicates that there is not the stable feeling that there should be and that is justified by conditions. Whether or not the formation of the oak association has any real effect as yet is problematical. In some directions it is reported that the moral benefit is already noticeable. However, the opportunity for more thoroughly stabilizing oak is most certainly here. Every factor should lend aid to that effort, and as it is likely that the oak organization will be well launched before present favorable conditions have altered materially, the two influences acting together would accomplish a great deal.

The most noticeable change in the oak situation of late, however, has been in connection with the quartered oak veneers, which have been rather a drug on the market for a little time back. However, it is distinctly poor policy to dump this material under present conditions. Regardless of its present state, it is going to be good property within a short enough period of time to warrant holding.

Figured gum is another commodity that is not so fully alive as it was a while back, but the other grades in gum are holding up the high speed record that has been set for the past several months. Just what is the cause of the slight contraction of movements for this wood is not ascertained in a definite way, but it is entirely likely that the slackness now prevailing will be completely awakened in the near future. Probably in the case of quartered oak and figured gum they are suffering more than the commoner run of lumber by the near approach of the general inventory season.

The northern situation shows further improvement with slight additional advance over previous values to northern woods, and a more and more apparent scarcity in many lines, particularly in thick maple of certain specifications. An order was had a short time ago but it was totally impossible to secure stock enough to

fill it. Birch is showing increased benefits from active call and continued efforts to broaden its markets.

The point in the whole situation as it appears today is that lumber is not so high as it should be to return a proper figure to its manufacturers. The object lesson presented by cost and sales figures to date shows that no really substantial progress has been made toward raising selling value far enough beyond the manufacturing cost to show a definite and satisfactory profit—that is, a profit commensurate with the effort, risk, financial responsibility and outlay required.

There have been from time to time flurries of excitement tending to promise resumption of export shipments, but it can be confidently expected that nothing of real moment in this direction will develop until the war is definitely and finally over. There will be orders here and there, and a promise here and there at a resumption of normal conditions, but it is practically impossible for the domestic market to be supported by general export movements for an indefinite period ahead. However, what is going out is doing more to help balance the domestic markets than is generally recognized, and the strength of the whole situation on this side is proven further month after month by the resumption of the cut at Michigan mills.

A word of warning is not untimely now regarding the feasibility of guarding against too great a production in anticipation of the time when cars are available in sufficient quantities. Too much lumber now means too much lumber piled up on the mill yards when cars are coming in adequate numbers. Factories, it is true, are having difficulty now in getting all they want, but they seem to manage to squeeze through some way, and it is hardly logical to suppose that their demands will expand to a sufficient extent to take care of all the lumber that can be manufactured and piled up at the mills before proper shipping facilities are guaranteed.

The Cover Picture

AK IS INTIMATELY ASSOCIATED with the earliest written records of the human race. The patriarch Jacob hid his jewelry under an oak when a flight from his enemies was contemplated. Deborah was buried under an oak, and it is remarkable that in that record we have the earliest name applied to an oak in history. They called it "allonbackuth," which meant weeping oak—apparently a species that has become extinct. Then, according to the Hebrew scriptures, when an angel visited the earth on a certain occasion, he "sat under an oak." It is stated in very ancient writings that the merchants of Tyre—the leaders of the world's commerce at the time—built ships with fir planking, cedar masts, and oak oars. The inhabitants of England made canoes of

oak before the first dawn of written history in that island, as is proved by the discovery of such boats buried deep under the mud in the bottoms of rivers.

The strongest nations and the most progressive people have been identified with oak, either as trees or as timber for manufacturing. The ancient people used it because of its hardness and strength. The woodcarvers of the middle ages selected it for their masterpieces, when they carved cathedral doors, altars, capitals, and even the thrones on which their kings sat. The rise of the greatest maritime power was due to the employment of oak in battleships, where "loomed the huge decks that Raleigh trode," which "swept the seas for England."

Through all the thousands of years during which oak had a place among barbarous tribes and rising nations, no one discovered that the wood had a grain. Its strength was known, its durability was understood, but no one knew of its beauty, no one polished it to bring the silver grain and artistic figure into prominence. That remained for the moderns—the woodworkers of the present day.

The cover picture which illustrates this issue of Hardwood Record shows a quarter-sawed oak surface, highly polished. A surface that has not been quartered can be just as highly polished, but it is known as plain oak. Both are artistic, and each has its admirers. Fashion shows a tendency now and then to swing from quartered to plain and from plain to quartered. Quartered oak is not a peculiar figure, present in some trees and absent from others, as birdseye maple is, but it is produced by sawing the boards in a certain way to bring out the bright patches, known as "medullary rays." The cover picture displays these bright patches beautifully. The wood is white oak, and the leaf is red oak. Thus the two great classes of oak are represented. The artistic effect will appeal to those who have an eye for the aesthetic.

The verse printed across the face of the picture is from the writings of the greatest lover of forest and field among all the ancients. He died 1936 years ago. He knew trees, leaves, flowers, and shade, but he knew nothing about the beauty of wood; at least his writings betray no such knowledge. Perhaps, it would be too much to expect of Virgil that he should abandon the great outdoors of vineyards, pastures, and forests, and descend to the prosy drudgery of writing a treatise on woodworking and the physical properties of wood. It is doubtful if Virgil ever saw a piece of polished quartered oak, or if he did, it was accidental, for that class of finish made no appeal to the Romans of his day.

Two thousand years have brought no improvement in poetry, since Virgil's time; but the improvement in woodworking has been wonderful. In his day it was the living oak tree that held "the world in awful sovereignty"; but now it is the wood of oak. It has competitors but no superiors. It has friends by millions, but no enemies. It has lost no strength, no durability, no dependability during the thousands of years since it took its position as friend and companion of the best portions of the human race; and in modern times it has been given a still higher place in value and esteem because of the beauty of its wood—a quality which the ancients knew nothing of.

The Sap Walnut Problem

A LARGE WALNUT MANUFACTURER recently made the statement that with the present grades on walnut so out of date that, in the face of decreasing objection to sap, they degrade the uppers to a classification fifty per cent less in value, manufacturers are finding it more and more necessary to use their own rules in selling. That is, they make their own specifications as agreed upon between themselves and the buyers.

It would be a shameful waste were the possibilities of sap walnut ignored. This wood has all of the attributes of the black so far as ordinary uses are concerned, and woodworkers are becoming more generally expert in so handling it that there isn't the slightest differentiation between the sap and the black in the finished article. Also, the manufacturers are doing their part in the preparation of the sap for the finishers, and all together the efforts of those directly interested in walnut have effected a distinct conservation of a tremendously valuable commodity. There

is no reason why rules should not be made to conform to conditions, for in they don't they will not be used anyway and they might just as well keep step with actual practice as to trail the requirements of the trade.

Salesmanship—The Modern Term

L UMBERMEN HAVE BEEN FRANKLY ADMITTING for some years back that they were just beginning to realize what merchandising meant. It had taken a little while to put these admissions into concrete form and to crystallize them into definite action looking toward the correction of this condition. Everywhere today, though, there is the spirit of progress in merchandizing, the desire to bring the manufacturing and selling departments closer together and to bring the customer closer to them both.

Manufacturers of other woods than hardwoods have probably led the trade in this direction, but hardwoods since they started have made great progress. Aside from the action typified in the modern hardwood association for trade extension purposes, and which of course does not illustrate the real possibilities of specific progress toward better merchandizing, there have been few efforts until the inauguration by the sales managers committee of the Northern Hemlock and Hardwood Manufacturers' Association of a salesmanship conference. The program of this meeting, which will take place early in December at Wisconsin mill points, offers many subjects of absorbing interest and no one attending can go away without absorbing and assimilating a great many ideas that will mean more money for lumber and less selling cost.

That there is a possibility for vast benefit in such gatherings, the aim of which is to bring the manufacturing and sales departments in more harmonious accord, is not doubted for a moment. The ice is now breaking for the continuance of such conferences in the North, and the object lesson to be furnished at this meeting should be taken to heart by those of the fraternity in the southern field.

Learning the Lesson

E VIDENCE IS WIDESPREAD THAT PEOPLE ARE LEARN-ING the lesson that forest fires can be and ought to be kept in check. The campaign which has led to this change in attitude was commenced by the United States Forest Service which undertook to educate the public by means of posters and newspaper articles; but the work was gradually taken up by state organizations and lumber associations. Today the movement against forest fires covers nearly all parts of the country where forests grow. Along most highways which traverse wooded regions may be seen posters on trees, fences, rocks, and walls, warning the people against contributing to the fire peril. They are told of the danger of dropping burning matches, of emptying tobacco from hot pipes, or casting aside cigarettes and cigars before the fire on them has been extinguished. Campers are cautioned to be careful with their fires, and farmers who clear land are urged to exercise care when burning brush and trash.

There are organizations in many—perhaps in most—forested regions for fighting fires that get started; and before emergencies arise, plans are laid to meet them. This movement is not confined to professional foresters and active lumbermen, though it is led by them in most cases. The citizens generally are interested and are in sympathy with the work. The campaign for prevention and suppression of forest fires is popular. The inhabitants understand that the matter concerns them in a financial way; for it is easily understood that forest fires are destructive. Formerly when there was little sale for timber, and even less local use for it, the people of a region did not care how much of it burned up; but timber sells now, and that has been a powerful argument in convincing the citizens that fires should not be permitted to burn through woodlands.

The results are said to be generally satisfactory. Forest fires occasionally break out and spread, but in most regions they are far less destructive than formerly. This is particularly noticeable in parts of the middle Appalachian hardwood region. Conditions are better than they were some years ago. Fires do not usually spread far before they are vigorously attacked by the citizenry.

Results are apparent in many localities. Dense underbrush soon

covers the ground when fires are kept out. This brush will become the future forest if it continues to escape visitations from fire. In districts which have been logged off, down to the last crosstie and pit prop, and left clear of all tree growth, the ground is speedily clothed again, if left unburned; and it is encouraging and surprising in how short a time a new hardwood forest is under way. Land owners are not slow to see the growing value of such tracts, and every owner of cutover land of that character soon becomes a committee of one to spread the gospel of fire protection to forest lands, and to stand up for those who advocate forestry on general principles.

The government has purchased considerable tracts of land among the Appalachian mountains. Most of it is cutover land or land of little present value. It was predicted some years ago that the mountain people would assume an unfriendly attitude toward the acquisition of those lands by the government, because they feared that their liberty to hunt, fish, dig ginseng and travel through the woods would be interfered with by government agents. That prediction was wrong. The

mountaineers generally are in complete sympathy with the land purchases by the government.

Hardwood Lumber's Need of Preparedness

THEY ARE GETTING READY I for the campaign which has for its purpose the sales of American lumber in Europe after the war has come to an end. An address at Portland, Ore., October 25, by E. E. Pratt, chief of the Bureau of Foreign and Domestic Commerce, went pretty fully into the details of what the government is doing, in cooperation with lumbermen, to get ready to sell lumber across the sea as soon as conditions will permit. As is well known, it is proposed to send five commissioners to Europe, under authority of the Department of Commerce, to spy out the land and stake off the places where American forest products may be sold.

Hardwood lumbermen should not overlook their opportunities in that direction. It is well enough to put trust in what the trade commissioners may be able to do when they

reach Europe; but hardwood men should take necessary steps to look after their own interests. The Douglas fir people have a selling agency in Europe, and the southern pine people will likely use a similar method to push their products into the markets overseas. The hardwood men should seriously consider doing the same. That will make them independent, in a large degree, of everybody else. They will not be at the mercy of sales agents in Europe who have lumber from all parts of the world to sell and who push the stock that pays highest commissions. The commissioners who will go abroad will not push hardwoods specially; and, besides, it is well enough not to expect too much of those commissioners. They will look around and see what is wanted and where; but they will probably not send many signed orders back to this country to be filled. They will concern themselves more with generalities; but it will take more than generalities to actually sell much hardwood. Lumbermen should look after the matter themselves and push into the market and get the orders. It appears that the best way to do that is to have a sales agency on the ground, or sales machinery of some sort, that will secure buyers for hardwood products.

If a sewing machine agent should content himself with driving at high speed up and down the country roads, with flaming adver-

tisements on the sides, front and rear of his wagon, and do nothing farther, he would not sell many sewing machines. That is about what the commission will do in Europe. It will travel the highways, and announce that there is lumber for sale in America. That is good as far as it goes (and the commission cannot be expected to do much more), but there must be a follow-up. Lumbermen must take advantage of the parade-advertisement and push their sales. It seems particularly necessary for hardwood people to do so, or they will not get what is coming to them.

Dr. Pratt's address at Portland pointed out the extent of the probable demand in Europe for lumber after the war, and it is large enough to be worth the best effort that American lumbermen can put forth. There will be competition. Europeans will not be compelled to come to us for lumber. They can buy it elsewhere. Scandinavia and the provinces about the shores of the Baltic have much spruce and pine; Canada has much; Siberia has vast quantities. Africa, South America, Japan, the islands of the East Indies

have hardwoods. If American lumbermen do not strike while the iron is hot, they will miss their chance, for lumber sales will not come to us unsought; but they will come if well-planned methods are employed to bring them. We have the best and cheapest hardwoods in the world, and advantageous sales opportunities are before us.

Why You Should Join the Oak Association

There are several reasons why every oak manufacturer should be affiliated with a national association of oak producers. In the first place anyone will concede that with the successful propaganda for other competing woods, oak's sponsors must exert concerted action or their markets will be permanently crippled.

That a successful propaganda for oak is entirely possible is illustrated by the success which similar efforts in behalf of other woods have had.

It is perfectly apparent that every man behind the new oak association is acting sincerely for oak as a whole—that there are no politics and no desire behind the movement other than to forward the interests of oak.

It is assured that accurate statistics on cut and shipment and stock on hand will be available through this organization. As no progress toward better prices or more sustained markets can be made without these statistics, it is evident that oak manufacturers to secure such information and to make its compilation more representative should become members.

The main thing is not the circumstances surrounding the formation of the association, but the fact that a means is hereby provided whereby oak manufacturers can work unitedly.

Artificial Building Restrictions

BUILDING HOUSES is forbidden in England and Scotland, except by special government permission, and the restriction is causing more or less complaint among persons who are willing to erect houses but are not allowed to do so.

Everything else is sacrificed that the war may go on. Wood which ordinarily might go into buildings is taken for military purposes; labor which during times of peace is employed in the erection of houses, is now occupied in the production of munitions or other war supplies. The government has discouraged all occupations which have a tendency to

hinder the prosecution of the war, and the people have generally consented to it, though occasional complaints are heard from persons who are prepared to erect buildings for their own use. The government agents justify the non-building order on the claim that materials and labor are so high that no private building is possible; but on the other side, it is asserted that some such work could be done in spite of high prices.

The logical conclusion is that when the war restrictions have been removed there will be a period of phenomenal building activity in the British Isles. American lumbermen should be in a position to make the most of the opportunity when it arrives. England and Scotland by that time will be stripped of native timber, and there will be no stocks of lumber on hand there. The material must come from the forests of other lands. The Scandinavian countries can furnish considerable amounts of softwoods, mostly spruce, but the chief supply of hardwood must come from America. At least, it will come from America if the Americans prepare for the trade. It will be possible, however, for the British builders to procure hardwoods elsewhere than in America, and for that reason, lumbermen in this country should not deceive themselves into the belief that the trade will come, whether we reach out after it or not.



The Lumberman's Round Table



Profit-Sharing Plans

Profit-sharing is a familiar device in a good many industries, and has played its part in speeding up production and increasing net earnings both for the owner of the business and the man who is helping to run it. But it is not often that it is applied to lumber manufacturing.

A certain southern hardwood concern recently found itself with an antiquated mill proposition on its hands, in addition to two other operations which were taking the time and attention of the principals. There was considerable cogitation on the important subject of how the third mill should be operated, and finally it was decided that as a means of attracting better than average men, a profit-sharing arrangement should be entered into, whereby they would get a certain percentage of the net carnings, based on inventory valuations taken every three months.

A proposition of this kind naturally appeals to a good man, one who thinks that he can put over a manufacturing enterprise in good style, more than an open-and-shut, dead-level salary arrangement, even though it is understood that increases will be in order if the showing which is made is reasonably good. There is more of the sporting element in the other system—and most lumbermen are good sports. Anyway it was found possible by means of the arrangement indicated to get two crackerjack men to take hold of the mill and run it. One of them is a high-grade sawmill man and the other a jim-dandy log buyer, a combination which, it is needless to say, would be pretty hard to beat.

The plan has been in operation for about a year, and while it is true that conditions have been favorable to money-making during that period, the fact remains that the little mill operating on shares, and making a good deal less lumber than either of the others, is showing a larger net profit than either of them. Not only is the proportion of profit greater, but the gross amount available for distribution has been in excess of the earnings of the other plants.

This is a showing which suggests a lot of things, among which is the fact that it is men, after all, that make or mar a lumber proposition, and that if you have the right kind of men at the helm, you have a pretty good chance to make money. With indifferent executives in charge, good timber and a good sawmill will avail comparatively little. Profit-sharing may not be the solution of everybody's problem, but in this particular instance it has certainly worked fine.

The Simple Life

Sometimes the lumbermen, especially the chap who is at the "'practical" end of the game—by which is meant being out on the job, roughing it, and enjoying few of the softer things of life—feels that he has drawn a poor hand of eards. But usually the experience gained in this way is worth all it costs—and then some. It may look fine to ride in Pullmans and put up at good hotels and do nothing but sell lumber, but the salesman has his troubles, too. The man who is at the mill has plenty of chances, provided that he makes use of them.

But it is from the physical standpoint that it was intended to write here. Not long ago a certain young lumberman was in business in one of the big industrial centers. He had an office, and his work of selling was principally an office job. He had had a few years' practical experience earlier in his career, but for some time he had had little to do with actually making the lumber.

He found himself getting irritable and cross, and out of sorts with himself and other people. He fussed over the telephone with his best customers, and waxed sarcastic in his correspondence with the men who were shipping his stock. Things went from bad to worse with him, mentally and financially, and finally he decided to quit.

Just about that time he had a chance to tackle a mill proposition. It involved taking hold of a sawmill crew out in the woods, sleeping in a shanty, eating plain food and enjoying none of the conveniences of life. The salary was comparatively small, but it was shown

that if he made good he would be given a chance at the big jobs in this organization of lumbermen. So he decided to go, just for the sake of the change.

This young man came back to the big city a few days ago fresh from the mill. He looked fit and clean, hard as nails and clear of eye. He laughed in the old-time way, and declared that he had never felt better in his life. He had been enjoying his wrestle with the woods and with the mill and with the men, and he had pitched in and made good. He was coming back to the general offices for a conference before taking hold of another and larger mill in a different location.

"This is the life," he declared, with a smile. "I used to think that the mill end of the game was too rough, but now I know it's the only thing. For one thing, it's a healthy kind of existence, and I have discovered that if you have your health you own the biggest asset of all. You couldn't give me an office job now if it carried a salary of a million a month."

And he talked as if he meant it.

Protecting the Name

In view of the general disposition on the part of flooring, veneer and occasionally lumber manufacturers to brand their stock, it is well to stop a moment and consider the responsibilities which this involves. The reason branding is favored in a good many cases is because of the selling advantage which it creates—such as having a trade name to build an advertising campaign about, some means of identification by the consumer after the material has left the plant of the manufacturer, and so on.

But the manufacturer who is branding his product is agreeing to assume responsibility for its giving service and satisfaction to the ultimate consumer, no matter how far removed the latter may be from the producer. The brand lasts, and if mistakes occur, the user is likely to make a mental note, based on the name of the material, and to discriminate against this particular brand thereafter. In short, having a brand suggests that the concern using it must exercise greater circumspection regarding the work to which its product is applied than might be necessary under ordinary conditions.

For instance, one of the best-known hardwood flooring manufacturers who brands all of his material, thinks so highly of the trade name to which he has given significance and standing that he makes sure that conditions for the important jobs in which it is used are just right so that there will be no chance for a "comeback" which might have a bad effect on his flooring. Not long ago he was asked to supply the material for a big hotel job, but on looking it over he found that the floors were damp, and that this condition would undoubtedly result in dissatisfaction later on. The contractor insisted on going ahead, having the consent of the architect, and the flooring man decided not to have his material used.

This may have seemed like a quixotic policy—but the sequel justified his position, for that floor had to come up later on. Perhaps the flooring concern which furnished the material did not get the blame, and maybe it was all saddled on the contractor; but anybody who knows the building business will agree that the concern which stayed off when it found that the building was not ready to be floored did the wise thing. It had a name to protect and a reputation to conserve, and it did it.

It pays to look past the immediate dollar of profit sometimes.

The handle branch of the hardwood industry has enjoyed good business for some time because there has been very active development in the mining industry, and there are also improved conditions in the railway world, and these contribute materially to the volume of demand for heavy tool handles. Meantime prosperity in the agricultural districts has made a big volume of demand for farm tools and their handles, so that there is a pretty good business all around.



Auspicious Start for Oak Boosters



The American Oak Manufacturers' Association was formally launched at the meeting held at Memphis, Tenn., for that purpose on Friday, November 10.

Invitations had been sent out to the majority of the manufacturers of oak in the United States and Canada and the attendance was very gratifying to those identified with the promotion of this organization. Furthermore, the meeting was characterized by unusual enthusiasm and particularly when it came to the enrollment of new

members. When the call was made for the enrollment of the various firms who wished to become charter members. there was a real rush on the part of individuals to get their firm names down. This enthusiasm was accepted by all as a most favorable omen and those who participated in the organization of the new association feel confident that it will develop into one of the most important, if not the most important, of its kind in existence.

It is realized that the association has a very large field to cover and that it has a vast amount of material from which to draw its membership. It is pointed out that there are about 1,250 manufacturers of oak lumber and products made therefrom in the United States and Canada, and that their annual output is approximately 4,400,000,000 feet. Every effort will be made to bring as many of these people as possible into the new association, and those who are now identified therewith are of the opinion that there not only is a great work to be done in behalf of oak lumber, but that the association, with its present membership and that which is to be added, will be equal to the demands made upon it.

Memphis was chosen as permanent headquarters for the association and temporary

offices have already been opened here. Officers and directors elected were:

President—E. A. Lang. Paepcke Leicht Lumber Co., Chicago. First Vice-President—W. H. Russe, Russe & Burgess, Inc., Memphis. Second Vice-President, James E. Stark, James E. Stark & Co., Memphis. Treasurer—R. L. Jurden, Penrod, Jurden & McCowen, Memphis.

Directors for three years—W. E. DeLaney, Lexington, Ky.; F. W. Mowbray, Cincinnati; Ralph May, Memphis; T. M. Brown, Louisville; W. C. Johnson, Mansfield, O.; J. F. McIntyre, Pine Bluff, Ark., and W. A. Ransom, Memphis.

Directors for two years—Max Pease, Poplar Bluff, Mo.; R. M. Carrier, Sardis, Miss.; J. F. McSweyn, Memphis; P. A. Ryan, Lufkin, Texas; George E. Breece, Charleston, W. Va.; S. M. Nickey, Memphis, and Claude Maley, Evansville, Ind.

Directors for one year-M. H. Massee, Macon, Ga.; E. V. Babcock, Pittsburgh; R. H. Darnell, Memphis; A. B. Ransom, Nashville; W. B.

Burke, Charleston, Miss.; C. Boice, Richmond, Va., and F. R. Gadd, Chicago.

Constitution and by-laws were adopted by the association and the following provisions were made in regard to the classes of membership, together with the dues to be paid by each: Class A, manufacturers of oak lumber, whose dues will be assessed at a rate not to exceed 10 cents per 1,000 feet log scale, based on annual production; class B, manufacturers of sawn or sliced oak veneer, \$100 per annum;

class C, manufacturers of rotary oak veneer, \$50 per annum; class D, manufacturers of oak forest products, such as staves, headings, ties, etc., \$50 per annum; class E, nonoperating owners of oak stumpage, whose dues shall be \$1 per million feet of their estimated stumpage.

R. L. Jurden was chairman of the committee on constitution and by-laws, while Jas. E. Stark was chairman of the nominating committee.

The first official act of the association was the adoption of vigorous resolutions opposing the abandonment of the harbor at Gulfport, Miss. The lumber exporters handle a big amount of lumber by way of Gulfport, and they realize fully just how they would suffer if that port were abandoned. There is a vast amount of congestion already at New Orleans in the export department, and it is recognized that if it were necessary to send all southern exports through that center, there would be so much congestion and such delay would be experienced as would impose a severe handicap on those engaged in the handling of foreign shipments of lumber.

The following firms enrolled as charter members, forty-seven in number.

Russe & Burgess, Inc., May Bros., Penrod, Jurden & Mc-Cowen, Memphis Band Mill

Company, Three States Lumber Company, Gayoso Lumber Company, Goodlander-Robertson Lumber Company, Crittenden Lumber Company, James E. Stark & Co., Inc., Crenshaw-Gary Lumber Company, R. J. Darnell, Inc., Brown & Hackney, Bellgrade Lumber Company, Stimson Veneer and Lumber Company, Ferguson-Palmer Company, Green River Lumber Company, Memphis Veneer and Lumber Company, H. A. McCowan & Co., Nickey Bros., Inc., Nickey & Sons Lumber Company, Chickasaw Cooperage Company, Anderson-Tully Company and the Woods Lumber Company, all of Memphis; and Wisconsin Lumber Company, Chicago; Mansfield Hardwood Lumber Company, Winnfield, La.; Ferd Brenner Lumber Company, Alexandria, La.; latt Lumber Company, Ltd., Colfax, La.; Himmerberger-Harrison Lumber Company, Cape Girardeau, Mo.; John B. Ransom & Co., Nashville; Lamb-Fish Lumber Company, Charleston, Miss.; the Paepcke Leicht Lumber Company, Chicago; Alexander Bros., Belzoni. Miss.; Mowbray & Robinson Company, Cincinnati; Utley-Holloway Company, Chicago: North Vernon Lumber Company, North Vernon, Ind.; Ferguson Hardwood Company, Paducah, Ky.; Bedna-



E. A. LANG, CHICAGO, ELECTED PRESIDENT



W. H. RUSSE, MEMPHIS, TENN, VICE PRESIDENT



JAS, E. STARK, MEMPHIS, TENN., VICE PRESIDENT



R. L. JURDEN, MEMPHIS, TENN., TREASURER

Young Lumber Company, Jackson, Tenn.; Pelican Cooperage Company, Mounds, La.; J. F. McIntyre & Sons, Inc., Pine Bluff, Ark; C. Crane & Co., Cincinnati, Ohio; West Virginia Timber Company, Charleston, W. Va.; Clearfield Lumber Company, Clearfield, Ky.; Ward Lumber Company, Chicago; Saline River Hardwood Company, Pine Bluff, Ark.; W. P. Brown & Sons Lumber Company, Louisville; Kentucky Lumber Company, Lexington, Ky., and the J. H. Tschudy Hardwood Lumber Company, Kansas City.

A special committee, of which W. H. Russe was chairman, gave out the following statement regarding the objects and purposes of the new association:

The objects and purposes of the American Oak Manufacturers' Association shall be to exploit oak lumber in every legitimate manner and to promote the welfare of members of this organization in every possible way. To this end information will be compiled and disseminated by the secretary covering stocks of oak lumber on hand at given dates and the amount of oak lumber sold during stated periods, together with the actual prices obtained therefor, reports in both cases being based on returns made by members of the association. Publicity will be used to keep oak lumber as prominently before the consuming and distributing trade as possible and no effort will be spared which can, in any way, contribute to the creation of new uses or new outlets in the United States and Canada or abroad for oak lumber and products made therefrom.

Immediately after adjournment of the general meeting, President Lang appointed the following executive committee: James E. Stark, R. L. Jurden, F. R. Gadd and W. E. DeLaney. Mr. Lang is exofficio chairman of this committee which will represent the directors in all matters of importance pending a call for all the officers and directors to come together. It was also decided at this meeting that seven members should constitute a quorum of the board and that three members should constitute a quorum of the executive committee. The latter was also instructed to proceed with the printing of the necessary membership application blanks and of an adequate supply of copies of the constitution and by-laws.

Saturday, November 11, there was a meeting of the executive committee in the offices of R. L. Jurden, which began at 10 a. m. and lasted until after 5 p. m., during which Benjamin Aiken was elected secretary-manager of the association, the time of the annual meeting fixed at about January 20 and the following standing committees appointed:

MEMBERSHIF—M. B. Cooper, F. W. Mowbray, Ralph May, F. R. Gadd, T. M. Brown, J. F. McIntyre, Claude Maley, A. B. Ransom, A. S. Johnson, M. H. Massee, W. A. Ransom and Homer Alexander.

FINANCE-F. E. Gary, chairman, H. B. Weiss and William Pritchard.

Assessments—C. L. Harrison, chairman; S. M. Nickey, J. W. McClure, Ross Hackney and W. P. DuBose.



W. L. DELANEY, LEXINGTON, KY., DIRECTOR



Γ. W. MOWBRAY, CINCINNATI, O., DIRECTOR



T. M. BROWN, LOUISVILLE, KY., DIRECTOR



CLAUDE MALEY, EVANSVILLE, IND., DIRECTOR



E. V. BABCOCK, PITTSBURGH, PA., DIRECTOR



Γ. R. GADD, CHICAGO, ILL., DIRECTOR

RESOLUTIONS—W. E. De Laney, chairman; W. H. Russe and Earl Palmer.

TECHNICAL RESEARCH—W.*B. Burke, chairman; R. M. Carrier, W. A. Gilchrist, E. O. Robinson and George E. Breece.

ADVERTISING F. R. Gadd, chairman; James E. Stark and Nelson H. Walcott

The members of the executive committee consider themselves very fortunate in securing the services of Mr. Aiken because of his wide knowledge of the lumber business, acquired through long service with the old K. & P. Lumber Company, Cincinnati, and because of his work during the past four years as advertising manager of the Huyler Candy Company of New York. They believe that his qualifications for the active management of the affairs of the association are ideal and that he will prove exceedingly valuable in building up the association and in achieving the purposes for which it has been created. Mr. Aiken has returned to New York but he will take up his residence, as well as his permanent duties, in Memphis about the middle of December.

Temporary offices have been opened in the Bank of Commerce & Trust Company building and much preliminary work is being done. The membership committee has already entered upon its duties and the others will meet in the near future and plan their work. The membership committee is regarded as the most important at the moment because of the desire to bring in all the new firms possible. It has a very large field to cover but it has the co-operation of all the members and it is expected that it will accomplish much before the first annual meeting is held.

W. H. Russe acted as temporary chairman of the meeting, which was called to order at 10 a. m. R. L. Jurden served as temporary secretary.

James E. Stark gave a brief statement in which he outlined what had been done in the way of securing a charter and in which he also told of the need for such an organization as proposed. He said that there had been no association to exploit oak and to look after the various problems connected with its manufacture and distribution and he thought the time had come when this deficiency ought to be made good. He pointed out, however, that the association was not bound in any way by the preliminary action already taken and that he did not want those present to go any further than they desired to go.

The charter, however, was readily accepted and the name of the organization, "American Oak Manufacturers' Association," was adopted with little discussion.

Committees on constitution and by-laws and on the nomination of officers were then appointed and it was suggested that these committees keep in close touch with each other so that there would be no conflict in their reports.

While these committees were engaged in their deliberations there was a general discussion in regard to various phases of the work of the new organization, following which adjournment was taken for luncheon.

The constitution and by-laws were adopted as read and the officers and directors nominated by the committee were elected by unanimous vote. Then followed the enrollment of members, when there was a rush on the part of all present to sign for their firms as if each wished to get ahead of the other. The enthusiasm displayed by all was the subject of most favorable comment and was accepted as a good augury for the future because it is recognized that "enthusiasm is contagious."

The newly elected officers were escorted to the rostrum and, following the adoption of resolutions regarding Gulfport harbor, the meeting adjourned, subject to the call of the president.

Flooring Foibles

A hardwood flooring man who caters to architectural ideas in fancy hardwood floors had a blue print floor plan tacked to the drawing board in front of him when a RECORD man called recently. After the formal greetings were over he said:

"What do you think of that for a floor?"

A glance at the plan showed it to be one free from borders or fancy curlycues, but apparently there were varying widths of boards.

"Yes, that's it," the flooring man said when his attention was called to it, "that is the very feature of this floor. It is a fancy architectural job where the builder wants a reproduction of an old-fashioned floor from the days when lumber was used in whatever widths it happened to come. He has widths running all the way from three inches to ten inches just to get that old-time appearance. It is to be made of thick boards put down upon the joists, consequently each piece of flooring cut must be cut to a specified length so that it will joint over a given joist. The floor will prove very expensive in the end, and the main expense is made because of a desire to imitate an old-fashioned floor that was made of random widths to save expense and work."

This is but illustrative of many instances that come up from time to time showing the fancies of architects and builders' tastes in connection with floors. There has never been a time when more elaborate or expensive flooring was done than is being done today. Even the less pretentious homes have hardwood floors now, and in the more pretentious ones there are introduced many freakish ideas for the sake of diversity or for the sake of reproducing some special type that has struck the fancy of the builder.



The Industrial Future of Oak



Oak is the most important American hardwood, both in quantity and in the position it fills. Estimates place the amount still available in this country at 200,000,000,000 feet, which at the present rate of cutting will suffice for about sixty years, without taking into account the young growth which will reach maturity within that time. It is believed that about one-half of the total consists of the common white oak, and the remainder is made up of fiftyone other species of oak. Most of these species are of little importance because of scarcity or poor quality.

Two general classes of oak are recognized by lumbermen, white and red. Each class consists of a number of species. The cut of this wood is reported by thirty-nine states. It grows in every state, but in several of them it is not abundant and is not reported in the output of sawmills. All oaks, when sawed into lumber, have certain characteristics in common, and in appearance they are quite similar, although there are enough differences to give some oaks a value much above others.

The distribution of oak over the United States is well shown by the figures of production:

CUT OF OAK LIMBER IN 1912

	Quantity,		Quantity,
State.	Feet, $B.M.$	State.	Feet, B. M.
West Virginia	404,637,000	Illinois	59,125,000
Tennessee	378,747,000	Maryland	48,707,000
Kentucky	321,656,000	Texas	39,758,000
Virginia	279,580,000	Georgia	38,125,000
Arkansas	260,397,000	Wisconsin	29,504,000
Ohio	222,704,000	Oklahoma	25,885,000
Pennsylvania	209,473,000	New York	24,590,000
Missouri	206,147,000	Connecticut	20,256,000
North Carolina	187,066,000	Michigan	18,124,000
Indiana	166,637,000	New Hampshire	15,134,000
Mississippi	102,431,000	All other states	88,672,000
Louisiana	98,271,000	ener.	
Alabama	73,316,000	Total3	,318,952,000
0 1 1 1			

Oak lumber goes to its final use in one of two forms. It is either rough, or it is further manufactured. The latter is that which goes to factories and shops to be converted into commercial products. Rough oak lumber fills many places, the largest single demand being for sawed railroad ties. Rough oak is in demand also for bridge floors, frames, fencing, sidewalks, scaffolds, and uses of similar kind. The annual use of oak lumber in its rough form in the United States is approximately 1,335,000,000 feet. This varies from year to year, but the above figure is an average based on the most authentic statistics.

OAK FOR FACTORY USE

The best employment of oak lumber is not usually in the rough form, but is in sending it to shops and factories where it is manufactured into furniture, flooring, finish, vehicles, agricultural implements, and many other commodities which are indespensable to the welfare of the people. The best of oak goes, or ought to go, into such commodities; while, as a general thing, the oak that reaches its final use in its rough form is of lower grade. The manufacturers of first class oak lumber should be interested in getting their product to factories which will put it through further processes of manufacture, thereby increasing its value.

The total quantity of oak consumed annually in shops and factories of the United States is stated by the Forest Service to be 1,983,584,491 feet. The quantity is not the same from year to year, but the above figure resulted from an investigation by the Forest Service of all the wood-using industries of the country. Shops and factories in every state use oak, and the quantities in all the more important states are shown in government reports; but such reports covering the minor states have not yet been published. The table which follows gives the annual use of oak in factories in the states listed:

	ount Usea Annually,	Grown in State,
Etate.	Feet B. M.	Percent.
Illinois	. 258,009,000	0.8
New York	. 190,326,000	29

Ohio	163,013,000	41
Pennsylvania	161,987,881	36
North Carolina	145,059,000	96
Tehnessee	112,602,550	
Arkansas	105,393,000	92
Kentucky	88,828,000	70
West Virginia	82,364,133	94
Michigan	78,249,000	51
Virginia	55,466,000	70
Wisconsin	55,349,000	29
Missouri	48,435,000	32
Maryland	27,860,000	21
Minnesota	25,270,000	23
Massachusetts	24,698,000	6
Alabama	19,563,000	
Iowa	19,408,000	12
New Jersey	16,470,800	7
Texas	13,232,000	74
Louisiana	10,139,000	97
Mississippi	10,102,000	99
New Hampshire	8,682,000	47
Maine	6,335,000	
Vermont	5,423,000	31
South Carolina	4,131,000	
Washington	1,806,000	
Oregon	1,676,000	
Florida	740,000	
Idaho	74,000	

TRANSPORTATION OF OAK

An examination of the third column of the foregoing table gives an insight into the complex movements of oak lumber. Every state that uses it procures some outside of its own border. Illinois, the largest user, grows less than 1 per cent of what its factories demand, and the rest must come from elsewhere. Kentucky furnishes 35 per cent of it, Arkansas 34 per cent, Mississippi 11, Lake states 3.5, Louisiana 6, while most of the remainder comes from Tennessee, Indiana, Missouri, West Virginia and Ohio. Even Kentucky draws a little oak from the Lake states, but much more from Tennessee and Indiana. North Carolina, which has so much oak of its own, has occasion to buy from Tennessee, Virginia, Kentucky and Georgia.

The states might be examined one by one and it would be found that no matter how much oak grows within the borders of any particular state, its factories buy some of their oak in other states. Mississippi enjoys the distinction of coming nearer supplying all the oak used by its home factories than any other state. Little more than 1 per cent comes from without, while in the case of Illinois less than 1 per cent comes from within.

This incessant and remarkable movement of oak lumber to and fro all over the country teaches the lesson that this wood is universally sought after and that it is called upon to fill exacting places. It moves east, west, north, and south. A factory that needs a certain kind or class will send across several states to get it. Distance is not a serious handicap in the marketing of this wood, for the manufacturer who needs it will have it, in spite of distance.

CHANCE TO WIDEN MARKETS

The situation suggests opportunities to widen markets for oak at home, without counting upon a somewhat doubtful foreign demand. Those who use oak in factories like it, else they would not use so much of it or send so far to get it. It is a pertinent question whether they would not use more if placed within their easy reach?

As already stated, there are 1,335,000,000 feet of oak lumber yearly used in its rough form in this country. Some of this doubtless is of too low a grade for profitable factory use, and it must continue to find its final place in coarse construction; but of the more than a billion and a quarter feet a year which does not go to factories, there must be a large percentage of good grade that ought not to be sacrified in its rough form. Doubtless there are

factories that would like to have it. Apparently an opportunity is here presented to enlarge the best uses of oak, to take it from the common use and send it to the factory. More than one-third of the total oak lumber cut in the United States never sees the inside of shop or factory. That is too high a percentage of this king of the hardwoods to go to plebeian uses, when it is fitted for a higher destiny.

More precise information as to the industries in which oak is demanded may assist in pointing the way for larger use. To that end the following table has been compiled from data contained chiefly in government reports. Both the amount of oak and the amount of other woods used in the industries are given. If the quantity of oak seems smaller than it should be for a particular industry, it will suggest to the seller of oak lumber that he might dispose of more of his product in that industry. It will at least furnish a starting point for the oak lumberman who is looking for a chance to increase his business. The following figures may be accepted as approximately correct, though not in all cases official:

OAK AND OTHER WOODS USED IN CERTAIN INDUSTRIES

	$Oak\ Used$	Other Woods
Industry	Yearly, Feet	Yearly, Feet
Planing mill products and millwork	490,000,000	12,935,000,000
Furniture	435,000,000	409,000,000
Car construction	300,000,000	962,000,000
Vehicles	215,000,000	524,000.000
Chairs	136,000,000	153,000,000
Agricultural implements	70,000,000	251,000,000
Store and office fixtures	63,000,000	124,000,000
Boxes and crates	57,000,000	4,490,000,000
Boat building	33,000,000	166,000,000
Refrigerators	32,000,000	105,000,000
Musical instruments	20,000,000	240,000,000
Sewing machines	20,000,000	39,000,000
Picture molding	17,000,000	48,000,000
Plumbers' woodwork	14,000,000	6,000,000
Handles	13,000,000	267,000,000
Machine construction	8,000,000	61,000,000
Coffins	8,000,000	145,000,000
Woodenware	8,000,000	397,000,000
Pulleys and conveyors	7,000,000	28,000,000
Tanks and silos	5,000,000	220,000,000
Electrical machinery	5,000,000	13,000,000
Sporting and athletic goods	3,000,000	22,000,000
Patterns and flasks	3,000,000	21,000,000
Clocks	2,000,000	5,000,000
TO 3 31 4 C 1 3 4 1	0.00	1 (2 (1) 3

The above list of industries accounts for 99 per cent of the oak that goes to shops and factories. The lines along which sales might be increased are there specifically laid down.

THE FUTURE SUPPLY

There is no danger that the oak supply will fail in the near future. This timber is doubtless decreasing, but not very rapidly. Second growth makes up some of the cutting loss and will continue to make up more and more of it, as better methods of controlling forest fires are put in practice. Oak occurs in nearly all parts of this country, but the commercial supply now comes, and may be expected to continue to come, from the region bounded by Texas on the southwest, New England on the northeast, and extending in a broad, somewhat irregular zone between these two limits.

It is difficult to determine whether the cut of oak lumber is diminishing or standing still. There is no reason to believe that it is increasing. On the face of the returns, the output is not so large now as it was seventeen years ago; but, unfortunately, the returns are not such as to inspire much confidence in their correctness. With 10,000 sawmills omitted from the count one year, and included the next year, and omitted the next, it is apparent that the basis for comparison is questionable. That is what has happened, as the following figures show:

																	Ν	11	imber of Mills	Oak Output,
Year																			Reported	Feet
1899																	 		31,833	4,438,027,000
1904	۰						 	 									 		18,277	2,902,855,000
1906																٠			22,398	2,820,393,000
1908							0 1		۰			٠					 		31.231	2,771,511,000
1909															٠		 		48,112	4,414,457,000
1910		۰			,		 										 		31,934	3,522,098,000
1911			۰										 		4		 		28,107	3,098,444,000
1912																	 		29,648	3,318,952,000

The government's reason for omitting so many mills from the count some years is that the mills are small and would not greatly affect the total output. The small mills' cut of some kinds of lumber may not be large, but for oak it is considerable, because this wood is the principal product of many portable mills in the hardwood region. On the face of the returns it seems probable that the output of oak lumber has about held its own in recent years.

Slight Improvement in Southern Car Situation

The hearing before the Interstate Commerce Commission at Louisville, together with the pressure being brought to bear from other directions, is already resulting in some slight improvement in the car situation in Memphis and surrounding territory. Shippers of lumber, however, are free to admit that they are still having a great deal of difficulty in securing cars and that they do not expect any decided change for the better until the season is somewhat advanced. Some do not think that there will be much improvement until after the first of the new year, because they do not believe that the efforts being made by the railroads to get their cars returned from other lines will meet with much success before that time. The railroads and the lumbermen are co-operating to the best of their ability in dealing with present trying conditions, but they all say that the results are far from satisfactory.

The Valley Log Loading Company reports that it is operating about seventy per cent of its machinery for the loading of logs and that it cannot do more because cars are not available. These figures apply to the Yazoo & Mississippi Valley line of the Illinois Central System. In Arkansas there is a distinct shortage of cars and this company reports that, on the Memphis-Marianna cut-off on the St. Louis, Iron Mountain & Southern, it is not able to operate at more than 25 per cent of capacity notwithstanding the fact that there are plenty of logs awaiting loading. Some mills in Memphis and in Mississippi and Arkansas, particularly in the latter state, are unable to work at anything like capacity because of this car scarcity which makes the handling of an adequate log supply wholly impossible. This is only another way of saying that the shortage of cars is not only bringing about some delay in the movement of lumber but that it is also resulting in not a little check to production itself.

There is one hopeful sign ahead in the fact that some of the big railroad systems south are placing large orders for new equipment. Included in the list are the Louisville & Nashville and the Southern Railway, both of which are placing orders involving \$10,-000,000 or more. The southern lines, it developed at the car shortage hearing held in Memphis October 20, have not been increasing their equipment in proportion to the increase in their business and all of them are suffering from failure on their part to keep their rolling stock up to anything like standard requirements. It is announced that the Louisville & Nashville Railroad Company will build a large number of cars at its various shops and that the forces employed at these will be largely increased in order that there may be as little delay in finishing them as possible. The Southern Railway has ordered 2963 additional freight cars and it has another large order which is now being filled. It is also increasing its motive power and will be in far better position for handling business when the new equipment is received. Some of the other southern roads are likewise adding to their present equipment and car-repair and car-building plants in the South are now more active than they have been for several years.

Ash stumpage seems to be rather scarce and hard to get out, because notwithstanding the active demand that has existed for ash for some time now the production has not materially increased.

The one great complaint coming up from the sawmill men of the south country is scarcity of help. From present indications this will be the one serious problem with the industry throughout the year.

Indiana Still Produces Real Timber



Fifty-six hundred forked-leaf white oak logs, averaging pretty close to four inches at the butt—18,000 feet of forked-leaf white oak to the acre, and all in Indiana. This sounds like a myth, perhaps, and the editor of Hardwood Record thought it was until he saw the trees and saw the logs, and is herewith showing, for the

benefit of the dubious, exact proof recorded with the camera, showing things as they were shown to him.

Dropping in at the J. V. Stimson office at Huntingburg, Ind., a week or so ago, I was greeted very pleasantly by Fred, son of "J. V.," who in a rather impetuous manner told me he was going to run me out into the country eleven miles and show me something that I had never seen before and probably would never see again. So we started through the beautiful hilly country of Dubois county, where, by the way, I learned for the first time of the real beauties of the Hoosier state. Before we got through, the eleven miles had stretched into closer to fifteen or eighteen, but at any rate it didn't take very long to reach the little German settlement of Ferdinand. This town is interesting in itself in that the thrifty German inhabitants locating in fertile territory and through their enterprise building up several factories of good proportions, worked for a number of years under the handicap of lack of railroad connections. In the course of time, however, they were able through Ferdinand capital alone to get the railroad to connect their town with Huntingburg, the Ferdinand road having been constructed about eight years ago.

It is at Ferdinand that J. V. Stimson maintains one of his big log yards for Indiana oak, and swinging suddenly around a corner

of the barn, the sight spread to the visitor's view is nothing short of remarkable. There is a regular lake of the genuine Indiana variety of forked-leaf product grown in the rich soil that makes for the highest quality in that species—an expanse of logs tiered in orderly fashion three, or four, or five deep, spreading out over an area probably about 150 feet wide and several hundred, probably 500 to 600 feet long.

The photographs here show some of the choicest specimens in this remarkable vard. J. V. Stimson maintains fourteen mule teams on this one operation and does all of his own logging. He picked up all these logs in a circle within a radius of about ten miles around Ferdinand, and all were hauled by wagon to the assembling point for shipment by rail to Huntingburg, and there they now lay, a fine sight for the lumber enuthsiast-clear, big, sound logs that promise a remarkable texture and color.

But this isn't the only resources for this kind of timber. There are a couple of pictures on these two pages illustrating some of the standing trees. These are on



THE KIND OF INDIANA WHITE OAK THAT YOU READ ABOUT— THE REAL FORKED-LEAF VARIETY



FORKUD LEAF WHITE OAK STANDING ON THE FARM TRACT DESCRIBED IN THE STORY



JUST AN ORDINARY SIZED INDIANA WHITE OAK. NOTE THIS LOW STUMP

a tract of several hundred acres on a farm which was picked up in a rather interesting manner a few weeks ago. One of the German farmers a few miles out of Huntingburg (just the other side of Jasper) suddenly decided that he wanted to move down to Louisville. So he rented a house, put in his application for street car conductor, got ready to ship his goods-then remembered that he hadn't sold his farm. The news that it was for sale soon reached Fred Stimson's ears and negotiations were immediately inaugurated,

with the result that within three or four days' time the entire property had changed hands, and the Stimson logging crews were in the woods as photographed in the accompanying pictures.

If anybody doubts that there still are real quantities of Indiana white oak, he has just to go about among the mills manufacturing in that state, though it is true that real stands of the virgin timber are not so plentiful. But the clean, bold, tall, straight trees, a couple of specimens of which are shown, certainly prove that the virgin stand is not entirely gone.

In going back to the Huntingburg plant, there is certainly a lot of remarkably fine Indiana oak on sticks. Alley after alley is piled in proper lengths and assortments, but Mr. Stimson told me there is very little dry stock right now, although there will be some coming along in the very near future. Shipments have been so active that the dry lumber has been moving out almost as fast as it became ready for shipment.

The problem of logging this timber is an interesting one, that is, it is interesting to almost anybody except the man who must pay the freight, because it is the uphill and down dale proposition with wagon haul behind long-eared, bungry-looking mules. On a product further from market than the Indiana oak, and of less actual value, the cost in such a hilly country would be

It is a real man sized job to supply a mill in that country with enough logs, especially when you are working with that hard-

headed element of farmers which has built up south central Indiana. When you have to go out to buy your logs before breakfast, send out your team before lunch, and put your logs on the mill deck before dinner, you have to hustle to keep the stuff grinding out. But J. V. Stimson has been operating there for the past twenty two years and it looks like he is going to keep on for some time. Every once in a while it appeared that the end had about arrived, but always new timber turned up and there seems to he an elastic quality about the woods in Indiana, which makes possible year after year of operation.

For the past few years Fred Stimson has operated the Huntingburg, Ind., end, while his brother, Robert C. Stimson, has taken charge of the big Stimson Veneer & Lumber Company plant at Memphis, Tenn.

The Stimson interests now comprise the J. V. Stimson plant at Huntingburg, Ind., the Stimson Vencer & Lumber Company and the J. V. Stimson Hardwood Company, Memphis, Tenn., and the J. V. Stimson Hardwood Company at Helena, Ark.—Editor.



THE KIND OF INDIANA WHITE OAK THAT YOU READ ABOUT THE REAL FORKED-LEAF VARIETY



THESE WERE PILED ALL AT ONE TIME



SHOWING HALF OF THE YARD ON WHICH FIFTY-SIX LOGS LIKE A SMALL SECTION OF THE SAME YARD, NOTE THE SIZE AND CLEANLINESS OF THESE LOGS



The Oak Boostersof the Spessart



The tranquil city of Aschaifenburg has other claims to fame beside that of being hard to pronounce, for it is the hunting capitol of Bavaria and lies in the midst of a great hill region whose timbered slopes have furnished game and timber from forgotten times for the kings and peasants of the land. There is no dearth of historic attractions, for here in the castle court is the spot upon which Saint Boniface is alleged to have stood when he first preached the gospel to his skin-clad pagans. Yonder stands a cathedral with its motley of ancient relics and legends, and up in the four-square palace are state chambers made sacred by the one-time presence of this and that ruler or notable. But the city's crowning glory is in the timber of its surrounding hills, an inkling of which can be gained from a visit to the woodworking plants down at the river front.

These forests are known best as the Spessart, a far-reaching area of tree-covered lands, dotted with tiny villages and green but very narrow farm valleys, the whole traversed by an elaborate system of stone highways. The traveler can journey out from the city and in an hour find himself in a semi-wilderness, at the mercy of a tavern keeper who puts his faith absolutely in bull neck and cauliflower—at least these items of food were foremost a few months before the war broke out. Perhaps the bull neck has disappeared by now, leaving cauliflower to hold the field alone. But if the visitor's appetite is robust enough to overcome these obstacles of provender he will be in a position to observe a wonderfully illuminative exhibit of the habits of timber trees when fostered by skilled mankind.

The Spessart foresters are boosters for oak, first and always, and their faith is rewarded by the verdict of a great many experts that in all Europe there is nothing so excellent of its kind as Spessart oak. Their trees are not scattered here and there among large and small of divers species, the stands are for the most part even aged and large enough in area to afford real examples of sylvicultural success. And they are not free from enemies of one kind and another, which makes for closer study on the part of those who must produce results in dollars of revenue. So there may be a measure of interest in a picture of this great forest tract, for it will show at least that we in America are mighty fortunate in possession of primeval oak stands upon which we have lavished no generations of tender care. Possibly there may be a suggestion of what we may expect to do in the future, when we set about reproducing the timber which now is feeding our saws.

Remembering the time honored axiom which states boldly that' tall oaks from tiny acorns grow, we are not surprised to find the Spessart foresters concerning themselves with the possibilities of each year being one of plertiful mast. It appears that in their experience the problem of reproducing oak is one of watchful waiting, keeping the deforested area in readiness for the great day by firmly squelching all other species which may volunteer to occupy the ground. And then, when a mast is assured, they set their men and women to work with mattox and whatnot, stirring the ground, after which the acorns are dibbled into the soil along with some companion crop such as oats to act as protection against quickly growing weeds. Furthermore, they have discovered that oak planting is successful only in solid areas of considerable size, for the trees are slow of growth in their early days and any other species which are given half a chance will creep in and smother the oaks with shade. Beech is particularly addicted to this wolfishness, and as we shall note throughout our story this gray-barked fellow is one of the forester's chief bug-bears. So they plant their acorns, ninety thousand or less to the acre, fence the area against wandering animals which might appreciate the oats, and wait for indications as to the success of their planting. Such work is expensive, but it is the only way, for nature cannot regenerate the oak without human aid because of the competing "wolves."

So in the course of time the young trees come up in abundance

and begin to take on the appearance of a miniature forest whose leaves are much too large for the boles, and then the deer come to take their share of nature's bounty, for these fleet-footed and highly prized residents are very fond of the top shoots. Philosophically the foresters tolerate this inroad, for they say that perhaps this is the cheapest method of feeding the deer, and deer are a mighty big asset because of the revenue from hunting rights. And they know that sooner or later there will come a year when the deer are able to find more palatable forage in plenty, at which time the oaks will be unmolested and will pop ahead so fast that the top shoots will be forever out of the enemy's reach.

Generally a few large beeches are left on the newly seeded tract to furnish shade for the young oaks, and as beech is a prolific breeder there generally comes a time when the forester must take heed of his saplings to protect them from the rapidly growing beech youngsters. Otherwise he would find soon a number of beech forests within the boundaries of the tract which he has dedicated to oak. The law of Bavaria prohibits thinning of growing stands, so he sends a crew to the field with climbing irons to cut the tops from all the beeches, thereby robbing them of their best weapons. Thus from year to year they lay the foundations of future forest wealth in the Spessart.

There are at least two splendid stands of man-planted oak which may be classed as wholly successful and therefore worthy of mention. One dates back to the great mast year of 1875 and the other to 1861. Here beech was used as cover first, then retarded by topping and allowed to come up beneath the oak to assist in obtaining straight and clean boled timber trees. Several hundred acres are included in the two areas, testifying as to the possibilities which may be realized by a skillful forester.

And going still farther back into history we are able to trace our life story by a number of older stands, each of which marks a step in the growth of oak. The White Stone forest is composed of 700 acres of century old trees, which average about a foot in diameter at breast height and run about 10,000 feet in our board measure to the acre. The beeches are outstripped and left behind. Then there is the famous Sapling forest, 2400 acres in extent and ranging in age from 200 to 270 years, or in other words, dating back to the close of the Thirty Years war. It appears that during those eventful years practically all the cattle and most of the humans were killed, as the tide of battle swung from one religious faith to the other. Then the Bohemian glass blowers came along, as was their wont throughout the olden times, and cut down all the beech to make charcoal for their transient industry. This was followed by fire which killed the chances of beech regeneration, leaving the ground in fit shape for a good mast year among the scattered oak trees, who were the sole survivors of the old forest. Thus, unhampered by cattle or beech the oaks renewed their race and there sprang up a splendid forest which is the only really great example of natural regeneration of oak in the Spessart. And it is fine indeed! A specimen acre yields not less than 20,000 board feet, the trees averaging about eighteen inches in diameter at breast high, silver barked, straight and tall, not yet ready for the axe but promising wonderful yields when the time comes.

There are two forests now in process of cutting, although the logging is far different from anything we know in America. One is the Orchard Stand, an area of grazing land dotted with great branchy trees which appear to be in the firm grip of decay. But the foresters state that the value of oak is rising so swiftly that only the worst specimens may be removed, for rot can scarcely keep pace with the market. There are but a few trees to each acre, but in dollars and cents the yield is quite remarkable. A specimen tree cuts out something as follows: three veneer logs scaling about 1100 feet in our measure, worth about \$390; split billets for staves, 72 cubic feet or \$9; good firewood, \$6, and inferior wood a dollar or so, or in round figures, \$406 for the tree.

This was a short and branchy specimen which was worked up at a cost of \$6 and bought on the ground, netting the forester 400 nice hard dollars or rather its equivalent in German marks. Another tree was found to yield nearly twice as much, which really runs into money.

Inasmuch as the timber is bought upon the ground it behooves the loggers to present their timber in its best light, to which end they work very carefully, cutting open each rotten spot to show its extent, and piling all split stuff beside the stumphole—there is no stump when they have finished—as an index to the quality of the wood. And if they should burst a tree in the falling the forester takes a shot at everybody in sight. I forget whether the official punishment is hanging or burning at the stake, neither would be commensurate with the crime in his opinion. So they ease them down carefully with ropes and break scarcely a limb.

The other logging operation is Butcher's Ditch, which is like unto the Orchard in worth, only very much more so! Here the

trees are large and also tall and clean. It is stated that when an auction of Butcher's Ditch oak is announced log buyers come from all parts of Europe to bid for veneer logs. Twenty-foot logs are the rule, and \$400 per thousand feet a mere starting point for the bidder. When a great racket is heard down in the woods, the good people over at the village of Weiberbrun begin to ask themselves whether the royalty are having a day of sport in the wild boar park or whether it is an auction of veneer stock in the Ditch. It sounds like butchers anyway.

And yet one can go into the oak country of our own southern states and see whole trainloads of logs which would shame the European product in size and quality. Perhaps when we have no more to spare than they we shall begin to place the same values upon our store and even plant seedlings, 90,000 to the acre for the deer to feed upon, exercising the same degree of patience to the end that the generations to come may bid for veneer logs in the bottoms of the Southland.

J. M. W.

AGNONO NO LO COLONO NO PROPERCIONO NO PORTO DE CONTROLO NO LO COLONO DE CONTROLO NO LA COLONO DE CONTROLO NO P



Refining the Rip Saw



That there has been distinct progress of late years in the design and manufacture of rip saws, and that many improvements and new and improved types of machines have been put on the market the public is fairly well informed. There are certain features, however, that have not been emphasized as they might. One of these has to do with the refining of the rip saws, or rather the efforts to make them do smooth and clean cutting. Many of the improvements have been in the form of power feeding devices, some of which have been designed particularly for straight edging, and the work along this line has been so well done that the news of the practicability of making a glue joint with the rip saw has long since been heralded abroad.

The central feature of the previous publicity given this subject has dealt with power feeds and straight line work. Not enough attention has been centered on smooth cutting and so refining the saws and devising systems of teeth and maintenance that smooth cutting would be insured.

This smooth cutting really constitutes an important item in the improvement and refinement of rip saws. It has been obtained by improving machines so as to eliminate end play, and by centering more skilled attention on the design of saw teeth and setting and sharpening. There has been more real skilled attention centered upon rip saws and small saws for mill and factory use the past few years than ever before. Formerly the skilled filers centered their attention upon the big saws and the smaller saws were left to Tom, Dick or Harry or else very carelessly handled in the filing room because it was not very much trouble to make them run and do some kind of work, and up to recent years no very serious thought was given the subject of refining the smaller saws so that they might do the highest practical order of work.

The veneer industry is in a way responsible for some of this refinement. In trimming panels, tops and other veneered work it was found that the old rough and ready rip saws not only left rough surfaces, but they would tear the veneer off on the under side and often spoil a good piece of work. It is hardly practical to use the old type of rip saw and the regulation rip saw tooth for trimming veneered work, partly because usually some of the veneered work runs crosswise, which necessitates cross-cutting and partly because the old type of saw is inclined to tear out at the bottom.

The first change resulting from the introduction of veneer into the woodworking industry more generally was the use of saws almost of the crosscut type for ripping. These did the work somewhat better, but they were not ideal at that and finally various shapes and combinations of teeth were tried until eventually a better order of smooth cutting was obtained with at the same time a freer and easier working that made for increased output. Along with it has come improvement in machines, and in many cases the designing of special machines for ripping or rather sizing panels and tops.

The call for smooth work in trimming and sizing tops and panels has resulted among other things in the development of a cutter-head type of machine for this same purpose, designed specifically to furnish smooth edges, edges practically as smooth as if they had been jointed on a planer. Thus we have an element of competition from the cutterhead type that has stimulated improvement in saws for this purpose, and incidentally has resulted in the designing of some special light saws for veneer trimming.

It is not the purpose here to enter into a discussion of the relative merits of various offerings for trimming panels and doing ripping generally, the idea being merely to bring out the fact that wonderful progress has been made the past few years in refining factory rip saws to the end that they will do better and smoother work, as well as more of it. This fact is one of some importance to the man who is in the market for new machines or who may be still operating old types of machines and might improve the quality of his work and lessen the factory cost by installing new machines. The progress in the rip saw world has been such that no mill or factory owner using many of these or using even one steadily can afford to neglect posting himself on the possibilities of some of the new special machines in connection with his work. Improvement has been rapid in the rip saw world, and the man who would keep up to date must keep his eyes open and look over the newest things offered at every opportunity.

Drying Not a Side Issue

"Don't get the idea," said a rotary veneer manufacturer to his publicity manager not long ago, "that drying is a mere detail of our business. As a matter of fact, it's one of the most important things of all. It's not a side-issue, but it's just as vital to the production of the right kind of stock as having machinery to turn out the veneers with in the first place. Drying is a great big department of the business, and not an incidental, to be disposed of hastily."

This particular concern, so it is said, has spent more for its drying machinery than a good many of its competitors have spent for their entire veneer manufacturing equipment, and it has reaped its reward in the satisfaction of its customers, who are finding out what it means to get material which is just right from the standpoint of dryness—neither too dry, so that it will absorb additional moisture, nor containing such a large percentage of moisture that it will shrink after being put into the work.

Really, veneers and corestock dried to exactly the right degree are the foundation of a good job of glued-up work, and hence it looks as if the veneer manufacturer quoted was right in giving instructions to feature that department of the business.

Standardizing Oak Finishes



materials and see the possibilities that oak offers against those of oriental, Flanders, driftwood, gun metal, jacobean, and Kenilworth.

all the other woods. One thus occupied becomes an enthusiast on this particular wood. Chemistry plays a great part in our life, and in this country chemists are the least recognized in comparison with other countries, but they are coming to their own, and one thing the war has done in the way of benefits to this country is the recognition of the value of chem istry to all sorts of manufacturers. Think of the many different finishes that have become house hold names. Here is a partial list, Antwerp, Belgium, bog, early English, of which there are several, such as royal early English, Windsor early English. and standard early English, Flemish, weathered oak, baronial, cathedral (new and old), Dutch brown, English oak, fumed oak, golden oak (in its various shades), tobacco

brown, forest green,

malachite green, sil-

Spend a day with me in the laboratory experimenting with stain ver oak, grey oak, kaiser grey, Stratford oak, sixteenth century,

I think it is safe to say that all of the other cabinet woods will not give us such a distinctive variety as shown in this list. A variation in any of their finishes would not be as individual as are those listed, which are possible on oak. It is a pleasure to apply chemistry to oak. It responds in no indefinate terms. By a drop of ink on a piece of oak you produce a color, and note with what difficulty it is removed. Everyone knows that it is the iron in the ink which is changed by the tannin in the oak that produces the color. The tannin in the wood makes this change of color as far as the moisture of the ink had penetrated. If manufacturers

of furniture, interior finishes, pieture mouldings, and office furniture and utensils were thoroughly cognizant of the possibilities afforded them by oak, an en-



STAIRWAY AND SURROUNDINGS IN OAK



LIVING ROOM WITH OAK PANELS



DINING ROOM IN ANTWERP OAK

tire rejuvenation for the demand for it would be accomplished. Picture to yourself a house finished in quartered oak, and that finish stained and in turn finished with care and precision. It is not a makeshift job, not a house painter's job, but the color and style of finish carried out according to convention and the ideals of the old masters. With us in these hurry-up days it is stain, a filler, a shellac coat, and enough varnish or surfacer to get by the architect's specifications. In the good old days, when colors were produced, they were obtained on oak mostly by the use of the manure pile, the now modern fuming process, and then later augmented by surfacing the wood with brines, salt waters from salt wells that contained a small quantity of iron salt, and other mineral matter and then subjected to the manure pile. A piece of furniture was made from one tree, the boards were "aged." After they had been brined and then aged, they would take on a dark color, ranging from a light brown to a brown black. This then was made up in the cabinet room and when so made was given repeated coats of oil. Today, our linseed oil does the trick, and the result is, a transparency that gives that solid through and through color which is not obtained by hurried and short methods which yield a color, but to the trained eye a superficial color. At a glance they may be accepted as real, but do they bear close inspection?

I have seen chairs and other pieces of furniture brought into market, purchased in the old English towns, pieces brought from Belgium, Germany and Italy, carefully crated so they would arrive here safely, and unmarred, in an endeavor to reproduce not only the design but the color as well; and many has been the order, "get this color, get this finish,—the shortest way possible," and when the piece would be duplicated there would be the design, the style, and the color, but it lacked something; that something was the finish. It didn't have the age, it didn't have that mellow, through and through appearance, and yet it passed, but it would have remained with us much longer had it been finished with the same painstaking methods as the original.

Can it be that we haven't realized in a measure the possibilities of the goodness and thoroughness in our finishing department? Is that possibly a reason why the trade is always looking for something different, for something new, and not knowing that it is really looking for that one thing, an accepted standard of finish, brought out in a uniform style, and one which wears eternally, so that a chair five, ten or twenty years old, will retain its color, even in its very edges?

Oak as an interior finish, put up on these lines with its growing beauties as it ages and mellows, becomes more dear to the occupant than any other known wood. Its softness of finish, retaining its beauty and with all the years, spells that warmth expressed in that one word "home." Take any of the finishes on the softer tones for that portion of the home where one wants rest, peaceful surroundings, any of the brown finishes are adapted.

In the billiard room, the den, or the dining room, use such as the greys, early English or Antwerp, possibly Belgium. That is where you want life, animation. Conform the finish to the tenor of its occupancy.

Go into any cafe abroad and note the designs and style of finish. Go into any living room and you do not find the clashes of period or finish. The theme is carried out to completeness. No matter how simple or humble, it is there, and it is there mostly in oak. This is not saying that other woods haven't their place.

I am on record for censoring the veneer man for not selecting the different growths of oak more carefully when laying veneer. The same is true of every other manufacturer of oak, whether it be the man in a table factory, joining boards for table tops, or whether it be a man in an interior finishing plant getting out the woodwork for a home. In a chair factory, I have seen two distinct different growths of oak in the seat of a \$25.00 chair, and in that same chair factory I have found plenty of chairs that could have been properly matched had a least bit of care been taken in laying out the work. It is a part of the education in the minor details that has to be brought home to the manufacturer who supplies these articles to the trade. It is a

part of the educational campaign that must be carried on relentlessly by the seller, the retailer of various commodities built out of wood. It fairly grates on one's nerves to look at a beautiful table and look down the pores in one piece of wood and over the pores in the piece of wood joined directly to it. If he had only turned the board around! Of course as long as the buying public will accept that sort of thing, the manufacturer can get by, but is it for the ultimate good of oak?

The manufacturer of store fixtures has gone beyond the manufacturer of furniture. A modern store finished by our up-to-date fixture houses carries with it a better selection of the wood employed as to figure and growth than does the average piece of furniture, yes, better than the average interior of a home. Is it an excuse in any one of these projects not to give attention to each particular piece of wood before putting it into place? If the figure, the growth, the texture would be joined in a pleasing manner, in a way that does not clash, the job would be of credit, and when the woodwork is admired the admirer could do so with a conscience rather than for the sake of good form.

At present, the buyers of furniture, a body of men, who stand between the producer and the consumer have brought about a condition that has been attempted at various times in years gone by. There is demand for a standardization of color on the present day finishes. It may be of interest to know just how this started. A western buver came to the market last January and purchased from thirteen houses, six months' stock of one particular kind of wood, and when these shipments arrived, he had just thirteen different shades of finish on one kind of wood. Five thousand dollars were expended in refinishing that years' stock to make it possible to sell. He had paid for the finishing once, and no matter how large the business, a refinishing bill of this magnitude was a factor. This started the movement for a standardization of one color to be known as standard on that particular wood. Of course, there are different finishes to go with this wood, but instead of having twenty or thirty different shades of fumed oak, according to this buyer's association theory, there is going to be just one color of fumed oak known as standard. The manufacturer, the buyer, and the consumer are to be educated to the fact that there is now a uniformity. Certainly it is a step in the right direction, especially as it comes from those that give the orders, and is thus apt to be successful.

This movement is to be carried on, beginning with the most popular finishes of the day, until a general standard shall be obtained on all of the different finishes and woods. It has been endorsed by many organizations of the furniture world. It needs the support of the manufacturer of lumber, the consumer of lumber, in every way, shape and manner, down to the retailer of products of wood, as well as the architect, the designer, and builder. We must all think that when a certain finish is recommended it is in the adopted standard color and style of finish. That is what will work for the ultimate good of everyone concerned.

There are so many phases to the consumption of wood, so many different angles to be considered, so many personal and individual axes to grind that it must appear as an overwhelming job to arrive at a uniformity and standardization as above referred to.

Each wood-finishing house sends out its salesman who says that he has the only correct color for so and so. It has been a case where the tail has wagged the dog. But now, when the man who buys the goods says "this is what I want," a period may have approached that will mean a struggle for a time, but if we all talk standard, think standard, and return a few carloads of goods, not up to standard, we will get somewhere with this proposition.

If all these suggestions, ideas, call them pipe dreams if you want to, bear but a bit of fruit, oak will remain our best friend, our truest friend, and will come forth with better finishes and then a higher place in the realms of woods.

W. K. S.

The manual training schools are begging for information about wood and suitable material to work with. How long would they have to wait if they wanted a substitute material?



Pertinent Legal Findings



Queries on questions arising on any points involving the law as it is applied to lumbering and allied industries will be given proper expert attention through this department if submitted to Hardwood Record. There will be no charge for such service, but Hardwood Record reserves the right to publish questions and answers without designating names or location of inquiries unless specifically requested not to do so.

Who Furnishes Cars for F. O. B. Shipments?

Some time ago attention was drawn in the columns of Hardwood RECORD to the somewhat surprising fact that the appellate courts of the country are not agreed on the question whether a contract to sell lumber or other commodities f. o. b. place of shipping binds the seller to furnish the cars, or whether he may require the buyer to supply them. In this connection it is noteworthy that the New Mexico supreme court has added its views on the point in an interesting opinion which sums up the holdings of the courts of other states. The court falls in line with the rule adopted in the larger number of states where the question has been litigated, by holding that a contract to sell f. o. b. impliedly obligates the seller to provide the necessary cars. This rule, which appears to accord with the understanding of business men in general, has been declared in Alabama, Kansas, Washington and Wisconsin. The decisions of the supreme court of Illinois leave it an open question in that state as to who must furnish the cars under such a contract. The rule in Pennsylvania, as fixed by the supreme court of that commonwealth, is that the buyer has the burden of supplying the cars, when the sale is for delivery f. o. b. the shipping point. In states not named above, the point does not seem to have been decided by the highest courts.

The New Mexico court intimates, however, that where a contract of sale does not fix the destination, the seller may wait until the buyer indicates the destination, when under some rule or custom, it is necessary to know the destination before the seller can load.

The question as to who must furnish cars usually arises when the seller under a contract for delivery f. o. b. place of shipment seeks to excuse failure to make delivery by showing that the buyer never furnished the necessary cars for loading. The New Mexico court seems to sound the more reasonable rule when it says:

In view of the known methods of conducting business and the further fact that daily transactions take place between buyer and seller for the purchase and sale of goods to be shipped to the seller, where the purchase is made f. o. b. cars at the point of shipment, which may be many thousands of miles removed from the point of destination, it would be unreasonable to say that the seller can excuse his default in the shipment of the goods according to the terms of his contract because the buyer has failed to specify or furnish the means of transportation.

Scope of Fire Insurance Policy

An insurance company issued a fire policy insuring a lumber company to the amount of \$8,000 "on lumber, staves and timber products of every description now owned or which may be hereafter manufactured, or held in trust or on commission, or sold but not delivered or removed, or * * * on which advances are made under contract of purchase, while stacked or piled or piled at various mill sets or yards, or at shipping points." Loss occurred, and in a suit to recover on the policy, question was raised as to the right of the lumber company to recover on account of profits lost through the burning of lumber. Trial resulted in favor of the lumber company, but the judgment has been reversed by the Virginia supreme court of appeals, which holds that the policy did not cover profits which might result from the insured company handling the lumber. It is further decided that, under the general rule of law that the terms of a written contract cannot be contradicted or extended by showing a contemporaneous verbal agreement, the lumber company was not entitled to rely upon a verbal statement by the insurance company at the time the policy was issued that it should be understood as covering profits lost (Connecticut Fire Insurance Company vs. W. H. Roberts Lumber Company, 89 Southeastern Reporter, 945).

Responsibility of Related Corporation

Although, ordinarily, a lumber corporation which owns or controls another company, operating the latter's plant and conducting its business as a department of the former's own business, is responsible for obligations incurred by the subsidiary corporation under such

control, the mere fact that one company takes an interest in another for the purpose of securing its own interests as a creditor of the latter does not make the former liable for the latter's debts (United States circuit court of appeals, eighth circuit; Chicago Mill & Lumber Company vs. Boatmen's Bank; 234 Federal Reporter, 41).

Contributory Negligence in Mill

A teamster employed to haul lumber from a mill was guilty of contributory negligence, barring recovery for injury sustained through falling of a plank from a conveyor to a receiving platform, where he saw that the plank was about to be thrown down, and did nothing to avoid being struck by it, although there may have been negligence in the circumstances in which the piece of lumber was handled by the mill employes. (Oregon supreme court, Young vs. Prouty, 159 Pacific Reporter, 565.)

Discrimination in Water Service

All contracts being subject to modification under subsequent exercise by the legislature of the state's police power, the right of a lumber company to water service at a special rate given by a water company to induce the location of the lumber company's sawmill was terminated when the state Public Service Commission was afterwards created with power to establish uniform water rates, and when the special rate was found to be discriminatory against other consumers. (Washington supreme court, Raymond Lumber Company vs. Raymond Light & Water Company, 159 Pacific Reporter, 133.)

Michigan Compensation Act Applied

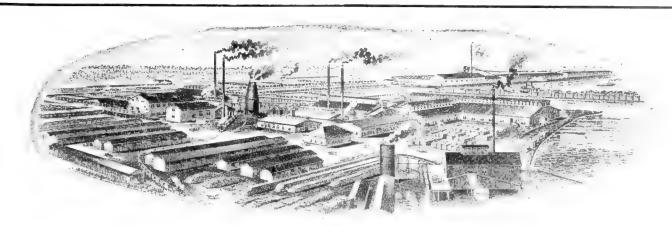
The fact that a man engaged by a lumber company for an indefinite period to haul logs with his own team was paid at a specified rate per thousand feet did not deprive him of his status as an employee, and make him an independent contractor; he being subject to the orders of the company in doing the work. Hence, on his being killed in the course of the employment, his widow became entitled to an award under the Workmen's Compensation Act. (Michigan supreme court, Tuttle vs. Embury-Martin Lumber Company, 158 Northwestern Reporter, 875.)

Validity of Promise to Pay Another's Debt

The statutes of the several states which provide that a promise to pay a third person's debt is not valid unless reduced to writing and signed by the promisor are subject to the qualification that where the promisor derives some advantage from his promise there is sufficient consideration to support it as an independent verbal agreement. Applying this principle, the Michigan supreme court holds in the recent case of Monroe Lumber Company vs. Bezeau, 158 Northwestern Reporter, 880, that where lumber has been sold to a building contractor and he has absconded without paying therefor, the subsequent verbal promise of the owner of the building to pay the debt is sufficiently supported by the selling lumber company's agreement to forego its right to file a mechanic's lien against the property.

Water Shipments of Lumber

Under a bill of lading covering a water shipment and exempting the vessel from liability for loss of or injury to the freight from perils of the sea, liability for goods washed overboard in an unusually severe storm cannot be based on the fact that they were stowed on deck instead of in the hold, if the stowage was in accordance with general custom, the hold being full. (United States district court, northern district of California; The Del Norte; 234 Federal Reporter, 667.) The provisions of the federal statutes to the effect that an owner of a vessel who has used due diligence to make it seaworthy and to properly man and equip it shall not be liable for errors in navigation, do not exempt from liability the interest of the master of a vessel through whose negligence the boat was stranded, resulting in loss to a lumber cargo, where he is a part owner of the vessel. (United States district court, southern district of Georgia; The Humarock; 234 Federal Reporter, 716.)



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GLADSTONE, MICHIGAN

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"Peerless" Rock Maple, Beech & Birch Flooring and are said by dealers to hold trade. We NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

The Mail Bag

B 1073-Oak Strips Sought

Boston, Mass., November 15.—Editor Hardwood Record: Can you give us any information where we could find two or three cars of clear quartered white oak strips 1x3½ to 5½", inspection according to the National hardwood rules of 1912? By this we mean that this stock is going to be used for alcohol casks, and hence must be practically free of sap.

B 1074-Wants to Buy Locust Treenails

San Francisco, Cal., November 16.—Editor Hardwood Record: We are in the market for 5 carloads of clear, straight-grain locust treenails. This material is to be made out of 1½" clear squares 30" to 36" long, with a small percentage of shorter lengths. We should like these turned to finish 1½", 30", 32", 34" and 36" long. We are taking the liberty of writing to ask if you can put us in communication, or better yet, have your readers advise immediately for what they can furnish us these treenails, turned preferably 1½", but rough 1½", if need be, f. o. b. San Francisco.

We are in urgent need of this material and will appreciate greatly anything you can do for us in obtaining it.

B 1075-Has White Oak to Offer

Brookfield, Mo., November 18.—Editor Hardwood Record: I have been referred to you in regard to some fine white oak lumber that I have to sell. I could furnish you with as many carloads of fine white oak lumber, sawed to any dimensions, as might be desired.

B 1076—Worms in Oak Floor

Chicago, November 17.—Editor Hardwood Record: We have a letter from one of our customers, wherein he states that after ten months he has noticed that worms were working on oak flooring very badly, and would eat out the center and just leave the shell. Can you tell me the cause of this trouble and advise a remedy? This is the first case, to my knowledge, where worms have damaged oak flooring after being laid, as, to my mind, the kiln-dried process should kill the worms.

Can you tell me if worms will work into maple flooring after it has been laid? If you can give me any information along this line, I will appreciate it very much.

W. L. CLAFFEY, Secretary,

Oak Flooring Manufacturers' Association.

The damage described in above letter is apparently due to the activities of a minute insect known as the powder post beetle. There are several species of this insect, but all of them work in the same way. Their presence in wood is no proof that the lumber was not well kiln-dried, because the insects enter the wood after it leaves the kiln. They seldom or never work in wood that is not well seasoned. Hickory suffers most from their attacks, but they will enter several other kinds of hardwood, oak and ash in particular, but also others, including maple.

The beetle originates from an egg deposited on the surface of the wood, or in a crack or other small opening. The boring is done while the insect is in its larval state, in that stage resembling a worm not more than a sixteenth of an inch in length. When it attains maturity it has two thick wings, two thin wings and six legs. It emerges from its burrow and flies away to deposit its eggs in dry lumber somewhere else.

The insects are hard to combat after they have entered the wood, for it is then difficult to reach them with dope of any kind; but if the wood has been sprinkled with kerosene, the beetles will not deposit their eggs there, and that is the best method of prevention.

The writer has had personal experience with powder post beetles that infested the oak finish in a house and were present by thousands in window and door frames, washboards, chair boards and picture molding. As a remedy the woodwork was washed with kerosene several times, and the insects quit working, whether the kerosene killed them or whether they had run their course and departed, cannot be stated. They never returned, and the woodwork is still doing duty, fifteen years after. It is probable that the vapor of kerosene penetrated the burrows and killed the insects.

No specific instance is recalled where maple flooring has been damaged by powder post beetles after it has been laid; but any flooring is as liable to attack after being being laid as it was before, except that the mature beetles are apt to be more numerous in a lumber shed than in a new building.—Editor.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Clubs and Associations

Program for Unique Salesmanship Conference

The Northern Lumbermen's Salesmanship Conference inaugurated under the auspices of the sales managers committee of the Northern Hemlock and Hardwood Manufacturers' Association will operate along lines that promise definitely beneficial results. The conference will be held at Merrill, Wis., in the Badger Opera House, December 8, 9 and 10, on invitation of the Hencman Lumber Company, A. H. Stange Company, Kinzel Lumber Company and Union Land Company, all of Merrill.

Invitation is extended to all manufacturers and retailers of northern lumber and to their sales forces to attend the conference, as well as wholesalers, commission salesmen and others interested in the sale of northern stock,

George Robson of the Kinzel Lumber Company is chairman of the committee in charge, which is composed further of J. F. Halpin, H. H. Butts, Alfred Klass and W. E. Vogelsang.

The object of the conference is to get together those vital forces of the northern lumber industry and to bring the sales organization and the manufacturing departments on a single plane in order to better arrive at the proper relations of these two departments to produce more satisfactory and profitable results, and to so handle these departments that greater satisfaction may be given to customers.

It is hoped to broaden the field of intelligent salesmanship in order to meet the rapid changing of lumber conditions in marketing the product, and to work out plans for co-operation between the selling and manufacturing departments and particularly between firms who manufacture and sell northern lumber.

It is confidently expected that accentuated feeling of friendship between the manufacturer and those who purchase his product may be developed, to the end that a greater co-operation in working out plans for better merchandising of northern lumber may result.

The program includes sessions all day Friday, at which many prominent operators and sales manager will offer their ideas. There will be discussions for each paper. In the evening the manufacturers of Merrili will give a banquet to the visitors.

On Saturday morning there will be further discussions, and in the afternoon a visit to the operations of the A. H. Stange Company. This will be followed by further sessions, at which important addresses will be presented. The Merrill lumbermen will give further entertainment Saturday evening.

Sunday will be devoted to excursions into the woods, a visit to the Heineman Lumber Company operations, exhibit and discussion of grades by Chief, Inspector McDonald, and a special train trip to Newwood camps of the Union Land Company, fifteen miles north of Merrill, where a special camp dinner will be served in regular camp style. In the afternoon E. M. Barrett, secretary of the World's Salesmanship Congress, will present an address on "Salesmanship in Its Broadest Sense."

Memphis Lumbermen Listen to Address on Foreign Trade Conditions

The principal feature of the semi-monthly meeting of the Lumbermen's Club of Memphis, held November 11, was the address delivered by Erwin W. Thompson, commercial attache to the American legation at the Hague and at Berlin, during the course of which he gave a great deal of first-hand information regarding conditions in Holland and Germany and also a forecast of the volume of business that would be obtainable when the war was at an end.

One of the theories exploded by Mr. Thompson during his talk was that Germany would be in position immediately after the close of the war to flood America and other countries with finished products. He said that on the contrary raw materials were so scarce in Germany that it was entirely out of the question for manufacturers to obtain the necessary amount to take care of current requirements of their patrons, much less arrange a large accumulation of products to be distributed with the coming of peace.

In this connection Mr. Thompson informed members of the club that there was very little lumber, steel, iron and other raw materials available in Germany beyond those absolutely necessary for use in connection with the prosecution of the war and intimated that there would be a tremendous demand for lumber from that country when peace is declared. He also said that on account of the manner in which the blockade had been made effective by the allies and in view of the limiting of the amount of raw materials that could be imported into Holland, conditions in that country will show a scarcity of raw materials quite similar to those in Germany itself.

Mr. Thompson thought that American exporters of lumber could do a very large and profitable business with both Holland and Germany after the close of the war. He said that it would be necessary for a great deal of this business to be handled on credit but that there was a very large supply of gold in Germany, which had been hoarding the yellow metal for some years prior to the war, and that the people of Holland were very prosperous. He therefore thought a credit business within reasonable bounds wholly safe and that American exporters of

lumber should cater to this trade in a large way even if credit accommodations had to be arranged. He declared the credit of Germany would be good whichever way the war terminated because that country was very rich in gold and he also said that the supply of gold in Holland was unusually large, making the trade of both countries decidedly worth while.

At the conclusion of his address a vote of thanks was tendered to-Mr. Thompson.

Two applications for membership were filed with the club, as follows: H. J. Davis, H. J. Davis & Co., Clarksdale, Miss., and Charles P. McManus, resident manager for the Probst Lumber Company, Cincinnati.

Resolutions were presented by George C. Ehemann, chairman of the river and rail committee, protesting against the abandonment of the harbor at Gulfport, Miss., by the United States authorities. These are similar to those adopted by the Southern Hardwood Traffic Association and by the American Oak Manufacturers' Association.

J. D. Allen, Jr., chairman of the special committee which raised the funds for the entertainment of Hoo-Hoo at the annual held in September, reported that \$2,039.99 had been collected and that \$857.50 had been refunded to contributors.

There were eighty members and visitors present at this meeting, which proved an exceptionally enjoyable one.

Gum and Oak Meeting for January

Plans have been perfected for the annual meeting of the Gum Lumber Manufacturers' Association to be held at Memphis on January 20. At the meeting of the board of directors of the new oak association, held immediately after the general session, it was decided that the oak meeting will be held on the day previous, namely, January 19. This gives the opportunity of bringing a great many men together on the two meeting dates, and these two days are certainly going to be vastly important to southern hardwood manufacturing operators.

One of the most interesting reports at the gum meeting will be that of the cost committee, of which T. L. Hoskins of Morehouse, Mo., is chairman.

Southern Traffic Association to Take In Arkansas Members

The Southern Hardwood Traffic Association will, as a result of negotiations which have been completed, receive about twenty-five new members from Arkansas. Plans were discussed some time ago for establishing a branch of the association at Little Rock similar to that in Louisville, but it has now been decided that the Arkansas firms desiring to become identified with the association shall become active members of the parent body and that, in order that they may have proper representation, the board of directors will be increased from eighteen to twenty-four, six of whom are to be chosen from among the Arkansas lumbermen.

This is regarded as a very happy solution of the problem of supplying lumber interests in Arkansas with facilities for the handling of traffic matters. It gives them one of the most active organizations in the South in traffic matters to handle their traffic problems for them. At the same time the addition of so many members from Arkansas will very greatly strengthen the Southern Hardwood Traffic Association numerically and will thus increase its scope and influence. In addition to increasing the number of directors, which will be done at the next annual meeting of the association in January, it is announced that there will be a material increase in the office force of the association at Memphis so that the additional work to be handled may be taken care of with dispatch.

These arrangements were consummated during the recent visit of a number of prominent Arkansas lumbermen to Memphis. These gentlemen, who were entertained at luncheon at the Tennessee Club by the governing board of the association were:

R. L. Bruce, E. L. Bruce Company, Little Rock; D. S. Watrous, Little Rock Lumber & Manufacturing Company, Little Rock; A. E. McLean, McLean-Arkansas Lumber Company, Little Rock; C. H. Murphy, Saline River Hardwood Company, Pine Bluff; B. A. Reynolds, Arkansas Oak Flooring Company, Pine Bluff; W. B. Morgan, Morgan Veneer Company, Pine Bluff; J. F. McIntyre, J. F. McIntyre & Sons, Inc., Pine Bluff.

Chair Manufacturers Meet

The National Association of Chair Manufacturers held its quarterly meeting at the Congress Hotel, Chicago, November 14 and 15. Most of the work was transacted in executive session, and related to routine business. The opinion was expressed that the near future would witness a general advance in the price of chairs, due to increased cost of labor and materials. The increase may average as much as ten per cent.

Banquet in Honor of Hoo-Hoo Officer

The banquet given to Julius Seidel of the Julius Seidel Lumber Company in honor of his re-election as Grand Snark of the Universe of the Concatenated Order of Hoo-Hoo, at the West End restaurant, St. Louis, November 9, was a success in every way. S. S. May was the toastmaster. In introducing Mr. Seidel, he spoke of the appreciation of the order for the work Mr. Seidel had done for it and told how he had merited the re-election.

Mr. Seidel spoke very feelingly and showed how he appreciated the honor given him. Others who spoke were P. F. Cook, who responded to the toast, "The Ladies—God Bless Them," J. F. Gresley of Omaha, Neb., and P. T. Langan of Cairo, president of the Illinois Lumber and Builders' Supply Dealers' Association.

All lady guests were presented with black cats as souvenirs.

Baltimore Exchange to Hold Annual

The nominating committee of the Baltimore Lumber Exchange anpointed by President Rufus K. Goodenow, has put up the following ticket, to be voted for at the annual meeting of the exchange, on the first Monday in December;

day in December:

PRESIDENT—Parker D. Dix, Surry Lumber Company.

VICE-PRESIDENT—Pembroke M. Womble.

TREASURER—L. H. Gwaltney, American Lumber Company.

MANAGING COMMITTEE—P. M. Womble, Rufus K. Goodenow, Canton Box Company; John L. Alcock, John L. Alcock, & Co.; William M. Burgan; David M. Wolf, Canton Lumber Company; H. D. Dreyer, H. D. Dreyer & Co.; Philip Green, Wm. C. Scherer & Co., Inc.; John J. Kidd, Kidd & Buckingham Company; Lewis Dill, Lewis Dill & Co.; Theodore Mottu, Theodore Mottu & Co.; George E. Waters, George E. Waters & Co., and F. A. Ascherfeld, James Lumber Company.

The managing committee elects the secretary, and there is every expectation that L. H. Gwaltney, the treasurer, will be continued in this

capacity, with J. H. Manken to aid him.

The meeting will be held at the Merchants' Club, on German street, and the house committee has been instructed to arrange an elaborate entertainment program, in addition to the banquet, which is always a feature of these occasions. Prominent speakers are to be secured also.

The Inter-Insurance Exchange

The report of Manager Simonson of the National Lumber Manufacturers' Inter-Insurance Exchange, shows practically twice as much business in force at this time as a year ago, with a loss ratio so far this year of only seventeen per cent, due to very careful inspection and selection of risks. All losses incurred have been promptly paid upon the report of the adjusters and a substantial surplus has been invested in high-grade readily convertible bonds which give a good return, and thus increase the income of the exchange for the benefit of the subscribers, and at the same time keep all assets in quickly available form. The committee approved the employment of R. J. Rasmussen as western representative of the exchange, to be stationed at Portland, Ore., after December 1 for the inspection of risks and the solicitation of business in that territory.

Inter-Insurers' Association

The fire insurance committee of the National Wholesale Lumber Dealers' Association is working toward an inter-insurers' association in the interest of the members, to give them fire insurance protection at cost. The committee in charge of this work is as follows: M. E. Preisch, chairman, Haines Lumber Company, North Tonawanda, N. Y.; Gordon C. Edwards, W. C. Edwards & Co., Ottawa, Ont.; R. L. Sisson, A. Sherman Lumber Company, Potsdam, N. Y.; A. L. Stone, Nicola, Stone & Myers Company, Cleveland, Ohio; F. S. Underhill, Wistar, Underhill & Nixon, Philadelphia, Pa.

Protest on Cumulative Demurrage

W. S. Phippen, traffic manager of the National Wholesale Lumber Dealers' Association, New York, N. Y., has instituted a protest as follows on the proposed cumulative demurrage charges:

on the proposed cumulative demurrage charges:

Your attention is directed to the fact that the railroads have filed cumulative demurrage tariffs with the Interstate Commerce Commission to become effective December 1, 1916. These tariffs increase the demurrage charges, after the expiration of the free time, to the following rates: \$2 for the first day; \$3 for the second day; \$4 for the third day; \$5 for the fourth and each succeeding day.

At points where track storage is provided for, it is proposed to assess \$2 per day in addition to the track storage, but the \$3, \$4 and \$5 charges will apply only when the addition of \$2 to the storage rates makes a sum less than the advanced demurrage charge.

On behalf of the members of this association, we have filed a protest with the Interstate Commerce Commission and have petitioned that body for the suspension of these tariffs pending hearing and investigation.

It is important that we have your opinion on this subject, together with any facts which you may have with regard to unreasonable delays in transit, etc.

with any facts in transit, etc.

Carriage Makers' Christmas Dinner

The Cincinnati Carriage Makers' Club, at its monthly meeting held at the Business Men's Club recently, voted the sum of \$50 to the fund being raised by citizens of Cincinnati to "save the Zoo."

Plans for the annual Christmas dinner were discussed and it was finally decided that this year the women folks would be invited to attend the affair, which will be held on December 21, at the Hotel Gibson.

President Charles A. Fisher appointed a committee to draft resolutions memorializing the late James F. Taylor, a former vice-president of the club.

Among the speakers was Theodore Luth, president of the Carriage Builders' National Association, who urged a large attendance at the coming convention of that body at the Hotel LaSalle, at Chicago.

Washington's Wood-Using Industries

Clark W. Gould, Forest Service examiner, has compiled a report of the wood-using industries of the state of Washington for the year 1914. No summary of uses by species is given, and it is difficult to tell how much hardwood is consumed in the state; but the following hardwoods are the most important: Oak, ash, maple, teak, eucalyptus, alder, cottonwood, birch and mahogany. The total of all woods covered by the report is 348.160,741 feet, which is 11,000,000 feet more than was consumed in 1911, according to the report of that year's operations. Nearly three times as much Japanese as American oak is used in the furniture business. Furniture makers consume 285.000 feet of alder a year. This wood is not used in the eastern part of the United States.

With the Trade

New Sawmill to Be Built

It is reported that Kiernan Brothers of Wainville, W. Va., will build a sawmill on Back Fork of Elk river, in that state, to operate on a tract of timber in that region. The mill and the timber cutting will give employment to from thirty to forty men.

Furniture Factory May Be Built

It is reported that a furniture factory may be put in operation in the near future at Kingsport, Tenn. The matter is under consideration by E. W. Dodd, C. L. Berrier, and J. C. Lane, late of Bluefield, W. Va.

Sash and Door Factory at El Paso

Plans are said to be under consideration by the El Paso Sash and Door Company, El Paso, Tex., to erect a factory at that place to manufacture doors and sash. The mill as it is planned will cost \$100,000 and it will be one of the large wood working plants of that region.

Grand Rapids Company Reorganized
The Veit Manufacturing Company of Grand Rapids, Mich., has been reorganized, with a capitalization of \$30,000. Articles of association were filed on November 14 with the county clerk. The concern will manufacture, buy, sell and deal in all kinds of office, bank, store and public building furniture and fixtures. Its principal places of operation will be in Holland and Grand Rapids. The stockholders are John Tazelaar, Frank Hengsbach and Arthur D. McAllister.

Canadian Manufacturer Dies

On October 22, 1916, occurred the death of Samuel May of Samuel May & Co., Toronto, Canada, in his eightieth year. He was a pioneer manufacturer and was the first maker of billiard tables in Canada, and it is claimed that he was the oldest billiard table manufacturer in America, if

Cincinnati were taken last week at a meeting of wagon manufacturers who are backing the project, at Ahlbrandt's Hall on Elm street.

It was decided that each manufacturer in the proposed merger should have an inventory taken of stock on hand as the most practical method of determining the extent of his interest in the contemplated combination.

Attorney Emil Hauck reported that, in addition to twelve manufacturerers who had proposed a combination of the character contemplated. others in the business had signified to him their intention of becoming members as soon as the preliminary details had been worked out satisfactorily. According to present indications, the venture seems an assured

Furniture Manufacturer's Wife Dies

Mrs. Elizabeth Streit, wife of Charles F. Streit, president of the C. F. Streit Manufacturing Company, manufacturer of furniture in Cincinnati, died last week at her home in Hyde Park, following an illness of five weeks. She was a daughter of Mr. and Mrs. George Miller. She was born in Cincinnati seventy-two years ago.

Fridman Lumber Plant Destroyed

The entire plant of the Fridman Lumber Company, located at New Richmond, O., was destroyed by fire last week, with a loss estimated at The sawmill alone was valued at about \$5,000. Fine hardwood lumber and considerable yellow pine, stacked in adjoining yards, were consumed, the lumber being valued at about \$1,000. Officials of the company said that there was probably \$4,000 insurance on the plant and lumber. As near as can be determined, the fire started in the engine room, but the exact cause is not known.

About one year ago, the Fridman Lumber Company went into the hands of a receiver, following the failure of the First National Bank, of New Richmond, Ohio, in which the Fridmans were interested.

Inspect Logging Operations in Upper Michigan To give the students of Wyman's School of the Woods (Munising, Mich.) an opportunity to study the different logging operations as actually carried on in the north woods, the entire school went on a week's packing trip thru the upper peninsula of Michigan and inspected some of the largest camps now in operation in that region. The foreman, or walking boss, was usually willing to part with some of the information he had gained in the University of Hard Knocks, and the embryo woodsman got many good "pointers," some of which can never be taught in the class room. The excellent cuisine found in all the camps was a surprise to those not accustomed to logging camps. The scarcity of woods labor caused one of the foremen to remark that he would like to hire the whole "bunch." Twenty-five miles was the longest trip taken in one day.

The trip ended with a visit to Manistique, Mich., where the manufacturing end of the lumber business was studied in the large mill of the Consolidated Lumber Company. Other industries visited were the box factory, handle factory and chemical plant.

A vacation during the first week of the hunting season was granted the students and nearly all took the opportunity to secure the one deer allowed by the law.

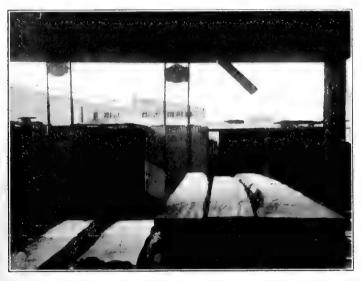
Recitations for the winter term began November 20.

Robert Dollar's Canadian Mill

Robert Dollar, the millionaire ship owner of the Pacific Coast, is building a large sawmill in British Columbia. He investigated the



A FEW LOGS ON THE YARDS OF THE PICKREL WALNUT COMPANY



STEAMING KILNS FOR THE PROPER PREPARATION OF PICKREL WALNUT



WALNUT SQUARES AND DIMENSION OF CLEAN, SOUND MATERIAL THAT OFFER A RARE OPPORTUNITY TO THE WOODWORKER

whole situation and came to the conclusion that it would be more advantageous to build his mill in Canada than in the United States. The Pioneer Western Lumberman of San Francisco suggests that the present administration ought to make a careful study of Mr. Dollar's reasons for building his mill in a foreign country instead of his own.

Rescuing Oak Logs from Mud

In dredging a lagoon known as Petaluma Creek, in California, a schooner load of oak logs were brought up from beneath the mud where they sank years ago when the lagoon was used as a log pond. The quality of the wood, in color and figure, was much improved by the long mud bath. Preparations have been completed for converting them into quartered veneers at the White Brothers' mill in San Francisco.

Small Vessels in the Lumber Trade

The statement was published recently that a shipping firm in Chatham, New Brunswick, had already dispatched twelve steamers and fifty-five sailing vessels since the beginning of the current season, all of them lumber laden. As this indicated unusually large business, Chatham not being one of the Dominion's chief shipping centers, it is explained that nearly all of the fifty-five sailing vessels mentioned were Danish schooners of about 200 registered tons each, whose carrying capacity is not more than one-tenth that of an ordinary lumber tramp.

These little vessels since the war began have been diverted from their regular trade with Baltic ports and have reaped a rich harvest in freights. During last season about 100 craft of this class were entered at the port mentioned and two other small ports to load lumber for over-seas destinations, their cargoes averaging about 100 standards each. A standard is roughly 2.000 superficial feet.

Freight rates are now six times as high as those prevailing before the war, and some time ago they were ten times as high.

Some Observations on the Walnut Situation

Ray E. Pickrel, president of the Pickrel Walnut Company, St. Louis, Mo., is very optimistic as to the outlook for walnut. In addition to the wood's now being on an entirely stable basis, so far as the domestic trade is concerned, there is the consideration of foreign markets. The foreign growth walnut of Italy and France, which had been substituted for American walnut, has been practically depleted, and the opportunity for sales of domestic products seems very good.

Mr. Pickrel says that as far as his observations go there probably will not be very many more orders for gunstock blanks, as the allied countries under present arrangements are now able to buy the planks and work them up themselves. They are naturally anxious to do this as it saves money for them, keeps their subjects employed and is better in many respects. However, they are still buying of this country.

Another foreign field that has opened up a good possibility is aeroplane propellers, where a selected line of planes is desired. This has developed into a very sizable industry.

The Pickrel Walnut Company is cutting up a great many logs these days, and while the yards now do not contain anywhere near what they have in the past, the company is beginning again to make active preparations to put through an awful lot of walnut during the coming year. This means both in lumber and veneers. The company cut some 17,000,000 feet on its St. Louis mill last year and will exceed this considerably during the coming twelve months.

There is already a quite unusual selection of walnut lumber on the yards and the company's veneer facilities are in excellent shape. A representative of HARDWOOD RECORD witnessed the loading of a car of wide stuff averaging close to eighteen inches clear, absolutely sound boards, that were certainly beautiful.

Car Shortage Serious at Evansville, Ind.

The car shortage is being seriously felt in Evansville, Ind., and manufacturing towns like Henderson and Owensboro, Ky., Tell City, Huntingburg and Jasper, Ind. For the past several days John C. Keller, traffic commissioner of the Evansville Chamber of Commerce, and traffic manager of the Evansville Lumbermen's Club, has been making an investigation of the car shortage and is expected to make a report at the next regular meeting of the Evansville Lumbermen's Club. Due to the car shortage, it is alleged, coal operators are unable to get cars and as a result the price of coal in this section is soaring. There is something strange about the claims of the railroad companies that they cannot furnish sufficient coal cars in this region. For example, a few days ago a large hardwood-lumber concern in Evansville complained to a certain large railroad entering this city that it was unable to get enough flat cars to bring its logs to Evansville from southern points, where they were purchased and were awaiting shipment. The railroad company officials told the company that they could furnish it with all the coal cars it needed with which to bring its logs here but that they were short on flat cars. The lumber company refused the coal cars, saying it meant extra work to unload the logs from coal cars. On the other hand, the coal operators are saying that the railroad companies tell them they have no coal cars, hence the steady advance in the price of fuel. One large manufacturing plant in Evansville was forced to close down a few days ago, being unable to get coal. Another large industry has been running on half time and it is predicted that if the car shortage continues until the first of December numerous industries in this section will be forced to close down. Coal is retailing in Evansville at this writing for twelve and thirteen cents a bushel, the highest price on record. The usual price for coal here during the winter season is ten cents a bushel, some of the manufacturing plants have been forced to pay as high as fifteen cents for coal during the past week. At Princeton, thirty miles north of Evansville, coal has been selling for nineteen cents a bushel. Prominent officials of the Louisville & Nashville recently stated that they expected to see the situation improve in a month or six weeks. Officials of other railroads were, however, more pessimistic, saying that the car shortage would probably continue until next spring. Many factories in this section are burning corn cobs and wood wherever it is possible to get these substitutes for coal.

Wooden Ships for Lumber Industry

Fifty-three wooden vessels suitable for coastwise or overseas lumber traffic are now in course of construction in Oregon, Washington and British Columbia, according to an announcement issued by the West Coast Lumbermen's Association,

In the construction of these vessels approximately 106,000,000 feet of lumber will be used; when completed their combined lumber-carrying capacity will be 79,500,000 feet per trip.

This new capacity will be sufficient to handle an export trade, such as prevailed last year, in five theoretical trips to Australia, the Orient and west coast of South America; and would handle a normal export movement, such as prevailed prior to the European war, in approximately ten trips.

In addition to the fifty-three wooden ships now laid down or ordered, there are unconfirmed reports of contracts for eleven additional wooden vessels—three to be built in Seattle, six in Portland, and two at Marshfield, Oregon.

While this new tounage is for the most part being built specifically for the lumber trade, comparatively few of the vessels in course of construction are to be operated by mill companies.

Will Manufacture Crating From Core Stock

George Worland, secretary-treasurer of the Evansville Veneer Company, Evansville, Ind., has been piling up a bunch of veneer cores in gum, poplar, beech, some oak, for some time past, as illustrated in the cut on this page. He has just completed the installation of a miniature sawmill, a Sinker-Davis circular mill built along the lines of large mills except that it is designed for purposes of just this character. With this machinery the cores will be ripped up into crating material, and as they are solid, clean stuff all the way through, they should make an excellent product. They will be cut to sizes, but will run mainly three and four inches wide, three-quarters of an inch thick by thirty-six to eighty-six inches. The beech will run only in the forty-two inch length.

Mr. Worland says that as he sees it, the principal reason why concerns and individuals buying crating material should be interested in this product is that having it cut to order they would be able to elimi-

nate the waste of buying longer material, and there does seem to be a lot of logic in that reasoning.

The manufacture of crating material from veneer cores is not entirely a new proposition, but it does present possibilities for the utilization of this material and its development should be encouraged wherever the use of such material is possible in a practicable way. As the material will be shipped out green, the Evansville Veneer Company will be ready to handle orders on such stock at almost any time.

Pertinent Information

September Forest Products Exports

The exports of forest products for the United States during September, 1916, were valued \$366.000 above the exports for the corresponding month of 1915. That is an increase of less than one per cent. The leading items of export during September, 1916, follow:

Kind	Value	Kind	Value
Round logs	8 95,871	Other lumber	
Fire wood	23,487	Doors, sash, and blinds	
Square timbers		Furniture	285,149
Lümber	2,361,967	Empty barrels	
Railroad ties	273,247	Incubators and brooders.	5,315
Shingles	5,851	House finish	28,563
Shooks	188,165	Woodenware	
Staves	409,024	Wood pulp	
Heading	32,452	All other	
Total			5.679.642

Will Take 1916 Lumber Census

The Forest Service, in co-operation with the National Lumber Manufacturers' Association, will shortly commence collecting figures on the 1916 cut of lumber. It is proposed to include all sawmills, large and small, in the United States. The work will be carried on in all lumber regions at the same time and it is hoped that complete figures will be available next June. Preliminary reports will be published earlier, giving the cut of the more important species, like yellow pine and Douglas fir. Blanks will be sent to all mill operators with the request that they be properly filled and returned as promptly as possible.

The Canary Cottage

Just what a canary cottage is, is not yet apparent, but it may be accepted on faith until there is more information on the subject. It is said to be a California substitute for the bungalow. The Californians claim that they were the originators of the bungalow and have a right to change their minds in favor of the canary cottage if they want to. It had been commonly supposed that the bungalow originated among the negroes of South Africa, but if the Californians want to dispute honors

with the Hottentots, let them do it. The leading feature of the canary cottage is probably its yellow color. Wood has a chance to make good there.

Baltimore Exports for October

The situation with respect to the export business in lumber and logs shows no improvement, and is not expected to show any, for that matter, as long as the war lasts and the various countries, which were large consumers of American woods, are excluded from the consideration, while other markets that remain open manage to restrict shipments to insignificant proportions. The declared value of the shipments for October, to be sure, exceeded that for the same month of last year by nearly \$21,000, but as was the case in September, the excess was more than made up by one wood, spruce, which is being wanted for a special purpose, and which, under normal conditions, would cut far less of a figure in the calculations. The value of the shipments of spruce was not less than \$46,583, against a mere \$1,941 for October, 1915, which had not yet begun to develop the needs that were felt later on. The total for the month of all the wood would not amount to the value of the exports of oak alone under ordinary circumstances, which indicates the extent of the shrinkage that has taken place. One unusual feature of the exhibit was the shipment of 19,000 feet of fir boards, this having been the first shipment of fir from Baltimore perhaps in years. The shipments of oak were held down to an insignificant 27,000 feet. against more than 1,000,000 feet in normal times, and the exports of poplar were also very much restricted. Altogether it was a very unsatisfactory month, with the business well nigh at



VENEER CORES FOR THE MANUFACTURE OF CRATING AT THE PLANT OF THE EVANS-VILLE VENEER COMPANY, EVANSVILLE, IND., SHOWING THE NEW CIRCULAR SAWMILL FOR THIS WORK

a standstill and the exporters waiting for peace and the resumption of requirements at present prevented from finding expression. The statement for last month as compared with the same month of 1915 is as follows:

OCTOBER			
1916	3	1915	-
Quantity	Value	Quantity	Value
Logs, walnut	\$ 1,419		
Boards, fir 19,000 ft.	915		2000
Boards, gum 32,000 ft.	811	18,000 ft.	
Boards, oak 27,000 ft.	797	428,000 ft.	14,990
Boards, shortleaf pine		32,000 ft.	1,010
Boards, other yellow pine 26,000 ft.	1,149		5,235
Boards, poplar	4,130	146,000 ft.	
Boards, spruce	46,583	46,000 ft.	1.941
Boards, all others	12,925	233,000 ft.	8,968
Railroad ties 2,024	1,750		
Shooks, box	310		
Shooks, all others		16,350	14,165
Staves	2,825 555	214,503	10,265
All other lumber	555		2,234
Doors, sash and blinds			125
Furniture	100		3,456
Trimmings, moldings, etc			1,343
All other manufactures of wood	13,491		3,560
Total	\$86,341		\$67,776

Federal Game Preserve

The Pisgah national forest in western North Carolina has been declared a game preserve, the first of the kind east of the Mississippi river. It was some time ago proposed to stock this tract with buffaloes, and if it is done the result will be watched with interest to see if these animals will remain within the bounds or wander away to batten in the cornfields of neighboring farmers.

Decline in Horse Vehicles

Statistics showing the number of horse vehicles, exclusive of farm wagons, manufactured yearly in the United States for 1906 to 1915, both inclusive, we're embodied in the brief filed with the Interstate Commerce Commission by John R. Walker, attorney for the National Implement & Vehicle Association, in Docket No. 8131, in the hearing on lumber classification rates. In 1906 there were 1,292,873 vehicles made in the United States; in 1915 there were 523,578. This was a decline of more than half in ten years. The inroad upon the light horse vehicle is chargeable to the automobile.

Comparative Statement of Building Operations for October

It would be easy to give good reasons for a decline in building operations for the month of October. Prominently among them would be the steadily rising prices for building material. Pre-election uncertainties and precautions due to the foreign outlook might be included. But construction work in October ignored all restrictive influences. It makes the best showing for many months.

The official reports of building permits issued in 111 of the principal cities of the United States for October, as received by the American Contractor, Chicago, total \$86,128,865, as compared with \$67,882,891 for October last year, an increase of 27 per cent. The October statement this year also shows a decided increase over the statement of the preceding month, which was \$72,735,764. The number of permits issued in these 111 cities in October was 28,004, compared with 24,467 for October, 1915. From whatever comparison made the report seems highly favorable.

WE MANUFACTURE bandsawed, plain and quarter sawed WHITE AND RED OAK AND YELLOW POPLAR

We make a specialty of Oak and Hickory Implement, Wagon and Vehicle Stock in the rough.

——Your inquiries solicited—

ARLINGTON LUMBER CO., Arlington, Kentucky

The Tegge Lumber Co.

High Crade Northern and Southern Hardwoods and Mahogany

Specialties OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

Of the 111 cities, gains are shown in 74, while in 37 cities there are comparative losses. Exactly two-thirds of the cities have increased their building activities. Most of the larger cities are among those showing improvement.

ing improvement.			
Cities.	October, 1916. Estimated cost.	October, 1915. Estimated cost.	Per Cent. Gain. Loss.
Akron, Ohio	.\$ 1,077,088	\$ 1,215,045	11
Altoona, Pa	128,535 96,869	$\begin{array}{r} 154,725 \\ -84,229 \\ 252,251 \end{array}$	15
Atlanta, Ga	311,107 127,120	252,251 $168,632$	23 25
Baltimore, Md	680,000 87,645	629,138 82,944	8
Berkeley, Cal	179,250 130,928	126.150	42 24
Birmingham, Ala	148,733 7,591,000	171,656 136,747 4,871,000	9 56
Bridgeport, Conn	572,463 80,925	655,354 75,160	8
Buffalo, N. Y	972,000 322,685	856,000 173,600	13 86
Cedar Rapids, Ia	322,685 267,000 66,600	$\frac{116,000}{247,820}$	130 73
Chattanooga, Tenn.	55,403 11,408,300	$\begin{array}{c} 90,440 \\ 12,479,250 \end{array}$	39
Cincinnati, Ohio	823,880 5,262,355	865.575	70
Colorado Springs, Colo	15,544 575,630	3,097,501 $32,162$ $390,685$	52
Dallas, Tex.	181,226 121,590	243,887 67,255	26 82
Denver, Colo	277,350	192,450 221,701	44
Detroit, Mich.	345,130 5,755,540 47,275	2,611,400 9,365	120
Akron, Ohio Allentown, Pa. Altoona, Pa. Altoona, Pa. Altoona, Pa. Altona, Ga. Atlantic City, N. J. Baltimore, Md. Bayonne, N. J. Berkeley, Cal. Binghamton, N. Y. Birmingham, Ala. Boston, Mass., and vicinity. Bridgeport, Conn. Brockton, Mass. Buffalo, N. Y. Canton, Ohio Cedar Rapids, Ia. Charlotte, N. C. Chattanooga, Tein. Chicago, Ill Cincinnati, Ohio Colorado Springs, Colo. Colorado Springs, Colo. Colorado, Colorado, Tein. Davelana, Ohio Colorado, Tein. Davelana, Ohio Dallas, Tex. Denver, Colo Des Montes, Ia. Detroit, Mich. Dubuque, Ia Duluth, Minn. East Orange, N. J. East St. Louis, Iil. Elizabeth, N. J. Erie, Pa.	225,916	$^{217,240}_{66,770}$	4
East St. Louis, Ill.	177,544 112,500	76.508	47
Elizabeth, N. J. Erie, Pa. Ft. Wayne, Ind. Ft. Worth, Tex	159,226 348,242 302,500	$\begin{array}{r} 108,109 \\ 92,282 \\ 259,800 \end{array}$	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
Ft. Worth, Tex.	224 647	91,192 178,576	146
Grand Rapids, Mich. Harrisburg, Pt. Hartford, Conn.	140,526 1,171,569	158,400	137
Haverbill, Mass	136,650	493,718 142,500 88,975	4
Huntington, W. Va.	132,170	74,040 50,260	78 123
Kansas City, Kans	42,890 1,093,521	65,894 1,512,013	35
Lawrence, Mass.	107,375	173,430 103,010	38
Hartford, Conn. Haverhill, Mass Holyoke, Miss Huntington, W. Va. Jacksonville, Fla. Kansas City, Kans Kansas City, Kans Kansas City, Mo. Lawrence, Mass. Lincoln, Nebr. Los Angeles, Cal. Louisville, Ky. Marchester, N. H. Memphis, Tenn Milwauke, Wis Minneapolis, Minn Montgonery, Ala. Nashville, Tenn. Newark, N. J. Newark, N. J.	69,575 1,408,738 321,510	787,389 271,640	79 18
Marchester, N. H.	194,989 320,560	290,779 165,005	33
Milwaukee, Wis	1,639,587 1,454,675	637,936 2,338,555	157 38
Montgomery, Ala.	30,845	23,747 181,738 723,279	30 192 ::
Newark, N. J.	530,733 663,790 407,312	723,279 151,675	168
New Britain, Conn.	642 605	124,725 280,120	122
New Orleans, La	121,402 13,377,672 0,776,606	65,590 10,527,006 3,070,466	85
New Orleans, La. New York City, N. Y. Borough of Manhattan. Borough of Bronx.	6,776,606 1 192 032	3,070,466 2,304,664	121 48
Borough of Brooklyn	3,154,050	3,670,872 $1,267,324$	13
Borough of Queens Borough of Richmond	466,155 145,299	213.680	118
Norfolk, Va. Oakland, Cal. Oklahoma City, Okla. Omaha, Nobr.	441,690 328,269	120,288 467,339 424,945	21 5 23
Omaha, Nebr.	436,640 75,151	360,225 205,955	21 63
Omana, Neor. Passaic, N. J. Paterson, N. J. Peoria, Ill. Phitadelphia, Pa. Pittsburgh, Pa. Portland, Ore. Outou, More.	219,545 200,684	54,365 90,496	304
Peoria, Ill.	193,465 4,055,045	109,700 2,980,665	122 76 36
Pittsburgh, Pa	875,790 695,945	1,274,960 210,595	230 31
Quincy, Mass.	124,773 145,275	96.103	30 58
Richmond, Va	397,745 1,032,370 120,162	91,775 181,203 784,969	119 31
Sacramento, Cal	120,162 260,435	99,277 167,655	21 55
San Diego, Cal	148,814 1,010,464	120,385 1,236,249	24 is
San Jose, Cal	373,120 373,065	72,003	418 572
Schenectady, N. Y	373,065 222,670 90,295	55,515 62,061 113,450	259
Seattle, Wash	1,894,305 194,284	550,765 75,124	243 159
Guincy, Mass. Reading, Pa. Richmond, Va. Rochester, N. Y. Rochester, N. Y. Sacramento, Cal. Salt Lake City, Utah San Diego, Cal. San Francisco, Cal. San Francisco, Cal. Savannah, Ga. Schenectady, N. Y. Scranton, Pa. Seattle, Wash. Shreveport, La. Sioux City, Ia. South Bend, Ind. Springfield, Ill. Springfield, Mass. St. Joseph, Mo. St. Louis, Mo. St. Louis, Mo. St. Paul, Minn.	163,200 116,535	147 950	10 205
Spokane, Wash	122,702 81,265	38,235 162,023 162,335	24
Springfield, Mass	344,830 66,575	386,792 61,818	8
St. Louis, Mo	1,333,381 880,512	1,214,618 739,308	10
Stockton, Cal. Superior, Wis.	459,191 377,226 96,427	186,687 43,072	146 776
St. Louis, Mo. St. Paul, Minn. Stockton, Cal. Superior, Wis. Tacoma, Wash. Tampa, Fla.	96,427 72,523 173,999	70,205 158,210	37
Tampa, Fla. Terre Haute, Ind. Tolledo, Ohio Topeka, Kans Trenton, N. J. Trov. N. Y. Ulica, N. Y.	173,999 774,544	37,268 $815,552$	367
Topeka, Kans Trenton, N. J.	37 576 297,539 62,875	55,759 131,624	33
Trev. N. Y Utica. N. Y	62,875 238,275	65,059 279,925	3 15
Utica, N. Y Washington, D. C. Wichita, Kans.	1,099,744 86,975	1,344,999 41,440	110
Wilkes-Barre Pa	84,478 204,070	41,440 40,283 130,352	110 56
Washington, B. C. Wilhita, Kans. Wilkes-Barre Pa. Wilmington, Del. Woonsocket, R. I. Worrester, Mass.	61,325 514,608	11,460 370,142	435 39
Youngstown, Ohio	382,480	341,685	<u>12</u>
Totals	\$86,128,865	\$67,882,890	27

MEMPHIS BAND MILL COMPANY



MAKERS OF HIGH GRADE LUMBER

MEMPHIS, TENN.

"Nothing that interests the consumer is indifferent to us"

Agricultural Machinery for France

To make good the loss of men in the war the French Government is concerning itself with the problem of supplying agricultural machinery. The French prefer that their own factories make as many of these as possible, but there is no question that America will be called upon to help meet the demand. The following extract is from a report, dated October 27, by C. W. A. Veditz, American attache at Paris:

meet the demand. The following extract is from a report, dated October 27, by C. W. A. Veditz, American attache at Paris:

It is estimated that 200 farm tractors have been purchased since the war, and that this number could be increased to 2,000 immediately after the cessation of hostilities. To satisfy the needs of French farms in this direction, there should be added to these 2,000 tractors, 110,000 plows, 50,000 harrows, 22,000 sowing machines, and 5,000 reapers. It is particularly pointed out that in order to furnish this large quantity of farm appliances it is indispensable not to wait until the end of hostilities, and to ascertain first of all to what extent French makers of agricultural machinery can satisfy these needs and, subsequently, to get in touch with foreign manufacturers in order to assure the necessary imports. It is equally indispensable to work out the financial arrangements that will be necessary to enable the great majority of larmers to acquire this equipment, and to furnish the necessary means to the agricultural organizations that will have to be created in order to facilitate the solution of the financial problems growing out of so extensive a program. In this connection the intervention and assistance of the Government will be necessary.

Hardwood News Notes

───≺ MISCELLANEOUS ≻──

It is reported that the Clintonville Lumber Company is organizing at Clintonville, Wis.

At Atmore, Ala., the W. M. Carney Mill Company has increased its capital stock to \$100,000.

The Jefferson Hardwood Company has been incorporated at Wabbaseka, Ark., as has the Haskell Manufacturing Company at Ludington, Mich.

The Unifile Manufacturing Company of Kankakee, Ill., has filed an involuntary petition in bankruptcy, and the Illinois Hardwood Lumber Company, Alton, Ill., recently surrendered its charter.

With \$25,000 capital the F & M Manufacturing Company has been incorporated at Cambridge, Ind., by P. E. Fisher, V. E. Martindale and G. W. Fisher to manufacture wooden products.

The White Oak Veneer & Lumber Company has been incorporated with \$50,000 capital at Bristol, Tenn.

 $\mathbf{J.}$ W. Wilson, president of the Marion Bench & Cabinet Company of Marion, Ind., died recently.

Zehner & Bishop is the style of a new wholesale hardwood lumber concern at Lamont, Ark.

The plant of Samuel B. Coffin, Inc., manufacturers of furniture at

High Point, N. C., was sold under deed of trust on November 23.

The Terre Haute Handle Company, Indianapolis, Ind., has increased

the Terre Haute Handle Company, Indianapons, Ind., has increased its capital stock from \$12,500 to \$25,000.

The Washington Plow Company has been incorporated at Washington,

Ind., to manufacture agricultural implements. Capital stock is \$50.000.
James R. Andrews of Escanaba, Mich., has purchased the saw and planing mill at Talbot, Mich.

At Fayetteville, N. C., the Carolina Woodenware Company has been incorporated with \$50,000 capital to manufacture tubs, pails, etc.

—— < CHICAGO >----

The style of the A. S. Crosby Manufacturing Company of Chicago has been changed to the Crosby-Gustus-Erzinger Company.

Otis A. Felger of the Felger Lumber & Timber Company and the Felger-Robbins Company. Grand Rapids, Mich., and also secretary and treasurer of the Memphis Band Mill Company, Memphis, Tenn., made one of his frequent visits to the city last week.

H. M. Hayward, manager of the hardwood department of the Long-Bell Lumber Company, Kansas City, Mo., stopped off in Chicago last Thursday.

W. E. DeLaney of the Kentucky Lumber Company, Cincinnati, O., was in the city on November 23 en route to the South.

The Marshall Robinson Lumber Company, city, has filed an involuntary petition in bankruptey.

Charles P. Miller of the Mississippi Lumber Company, city, with mill at Quitman, Miss., died recently.

Tim Sullivan has been appointed receiver for the Roper Furniture Company, Dixon, Ill., which concern filed an involuntary petition in bankrupter recently.

A voluntary petition in bankruptcy has been filed by the Standard Store Fixture Company, Chicago.

———≺ BUFFALO >———

The Buffalo Lumber Exchange is still engaged in working out the problem of loading cars in transit, the last meeting being given up entirely to that matter. The main difficulty now is the dispute between the northern and southern railroads which have not been able to agree on a division of the rates. So far hearings before the Interstate Com-

Three States Lumber Co.

Manufacturers Hardwood Lumber MEMPHIS, TENN.

BAND MILL-Burdette, Ark.

Producers of Oak that combines soft texture and even color with extra good widths and lengths; due to the fact that our operations are located in the most Northern alluvial territory of the Mississippi Valley where the soil produces the growth and climatic conditions the texture.

Have in stock at all times:

4/4 to 6/4 No. 1 Common and Better Plain White and Red Oak

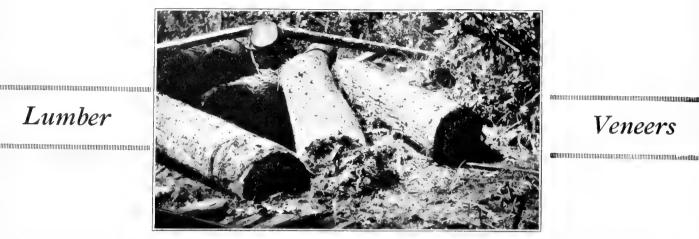
4/4 No. 1 Common and Better Quartered White and Red Oak

25% or better 10" and wider

50% or better 14 and 16 ft. long

LET US HAVE YOUR INQUIRIES

MAHOGANY



Veneers

NALAMBAT KARIT KATAT TATAT TATAT

Lumber

Logs awaiting shipment by rail, thence by sea to our mill and yards in Long Island City. Such logs as these produce a high percentage of upper grades and the texture is excellent.

WHY NOT DEAL WITH THE PRODUCER?

WE IMPORT LOGS AND MANUFACTURE LUMBER & VENEER IN ALL GRADES & ALL THICKNESSES

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HUDDLESTON-MARSH MAHOGANY COMPANY 33 West 42d Street NEW YORK CITY

merce Commission have failed to regulate the difficulty and it is feared that more of them will have to be given.

Taylor & Crate have filed building plans for an office structure to be erected at their new yard on Elmwood avenue at a cost of \$16,000. This will probably be the most complete office building at any of the Buffalo yards. It will have a restaurant in connection for use of the employes. Preparations are now being made for receiving lumber at the yard and a good deal of grading is being done and the numerous teams and steam rollers at work give the place a decidedly busy appearance.

The will of Marcus M. Darr, a prominent lumberman of this city and Tonawanda, left \$15,000 to the First Presbyterian Church of Buffalo and \$10,000 to the Homeopathic hospital. The Hahnemann medical college and hospital at Philadelphia receive \$40,000.

Fred M. Sullivan has been spending a week in Michigan looking after purchases of hardwoods for next season for T. Sullivan & Co. The yard is selling quite an amount of elm at present.

The A. J. Chestnut Lumber Company is bringing down basswood from the lake district and finds it necessary to ship it by rail on account of the high lake freight rates.

G. Elias & Bro. have two lumber cargoes coming in this month and report a fairly good demand for building lumber, though hardwood trade has fallen off from some weeks ago.

The Hugh McLean Lumber Company reports that quartered oak and ash are among the leading woods at present. Plain oak is doing fairly well, but is not as active as formerly.

Blakeslee, Perrin & Darling state that the supply of labor is a little more plentiful at present, though not up to normal. The hardwood market is showing an advancing tendency.

R. D. McLean is back from a western trip of about three weeks, McLean Mahogany and Cedar Company reports mahogany holding firm.

The Standard Hardwood Lumber Company is selling a good stock of gum this month, though oak and chestnut are the leaders. Some scarcity of labor is experienced and lumber comes in slowly because of car short-

Miller, Sturm & Miller are receiving maple and oak, which are in steady demand. Not much difficulty has been experienced in getting cars as yet in this market.

The Yeager Lumber Company is selling a fair amount of various hardwoods, though it is stated that business has not been up to expectations during the past few weeks, after a busy summer season.

The National Lumber Company finds a pretty good flooring trade, mostly in maple, this month. Shipments are reported coming in very slowly from the mills and prices are strong.

The Buffalo Hardwood Lumber Company states that trade has shown improvement recently. The yard is making a specialty of birch, which is in about normal demand at this time.

=≺ BOSTON **>**=

George E. McQuesten, treasurer of the Geo. McQuesten Company, Boston, died November 7 at the Alston hospital, New York City, of pneumonia. He was born in Nashua, N. H., May 1, 1868, and after graduating from the Massachusetts Institute of Technology entered the lumber business founded by his father. He was a charter member of the Massachusetts Automobile Club, a member of the Country Club, the Eastern Yacht Club and others, also of the Mystic Shrine. His widow, a daughter and two brothers survive him, the two latter, Frank B. and Fred McQuesten taking active part in the McQuesten company.

Eugene B. Abbott of the James & Abbott Company, died November 14 at the Hotel Canterbury, the funeral services having been held at Trinity Church. He has been a prominent factor in the trade in New England for some forty years, the firm being one of the old, important wholesale concerns still doing a large domestic and export business. He was in excellent health up to a few days before his death.

Granville A. Fuller of Brighton, head of G. Fuller & Son, died November 15 after an illness of about six weeks. He was born in Brighton March 13, 1837, and after a period in the employ of his father was taken into partnership in 1860, the present title of the firm being then assumed. He had been director in several local banks and insurance companies and district chief in the Boston Fire Department and for over fifty years deacon in the Brighton Congregational Church.

=≺ PITTSBURGH **>**=

The Ricks McCreight Lumber Company is taking good care of its hardwood business, which is growing steadily. There is much trouble to get orders shipped from West Virginia points and prices on this account are

The J. C. Cottrell Lumber Company has shut down its mill in Virginia temporarily because of the shortage of cars, and also the scarcity of labor. Mr. Cottrell reports splendid demand from mining companies for hardwood stocks, especially for track and car material.

The E. H. Schreiner Lumber Company finds hardwood market improving steadily. There is good demand on all sides. Mr. Schreiner is not taking any orders for immediate delivery because of the shortage of cars.

The Nufer-Cedar Company has established offices in the First National bank in this city, and will shortly build a big box factory at Farrell, Pa., where the immense plant of the American Sheet and Tinplate Company is located. It will make boxes for the steel companies and also for general use.

C. D. Justice, of Huntington, W. Va., has bought from T. B. Palmer of Uniontown, Pa., 7,000,000 feet of oak and poplar timber on the Buffalo Creek in the New river territory of West Virginia for \$50,000. He expects to manufacture it this winter.

The West Penn Lumber Company reports a very strong and steady demand for lumber. Prices are going up and the situation is very much to the wholesalers' liking, except as to cars.

The Henderson Lumber Company announces a much better demand from mining and industrial concerns for hardwood than it has noted for several years. This is due largely to the fact that steel companies are not now making mine equipment to any extent, and mine owners are falling back on the lumbermen for their needs.

The American Lumber and Manufacturing Company is getting ready to start its big operations at Lennox, Ky., about December 1. The company has fully five years' cut at that place, and will have one of the best equipped plants in the country.

The Mutual Lumber Company reports a fine demand with stocks very short. Bill stuff, according to Manager II. E. Ast, has advanced from \$1 to \$2 in special sizes during the past two weeks.

=< BALTIMORE **>**=

Information has been received in Baltimore of the formation of a cypress organization which is expected to be an important factor in the The Pine Plume Lumber Company, which has hitherto maintained offices for the distribution of cypress and yellow pine at Montgomery, Ala., has decided to concentrate the cypress business at Savannah, Ga., with the Montgomery office devoting itself entirely to yellow The company will handle the output of five large mills, among them those of the Black River Cypress Company, Gable, S. C.; the Hebard Cypress Company, Waycross, Ga., and the Big Salkehatchie Cypress Company, Varnville, S. C. The president of the Pine Plume company is W. S. Hollister, with D. L. Whetstone as secretary. Mr. Halley, formerly sales manager for the Standard Lumber Company of Live Oak, Fla., has associated himself with the Pine Plume company to look after the cypress end, and he has been succeeded with the Standard company by T. G. Loggins, who formerly covered the territory including Baltimore and Philadelphia for the Standard company.

Several changes in the ownership of shipbuilding plants here and at Norfolk are expected to be of importance to the hardwood trade. One of them is the purchase of the old Spedden Shipbuilding Company's plant at Baltimore by Alfred W. Gieske. Mr. Gieske expects to modernize the establishment which is located on Boston street and engage extensively in the construction as well as repair of vessels. Harry G. Skinner, of the well-known Baltimore shipbuilding family of that name, has organized the Norfolk Shipbuilding and Drydock Company with a capital stock of \$1,500,000 and will build a plant on the Berkely side of the river.

The Virginia Timber Corporation has been chartered at Richmond with a capital stock of \$100,000 and with J. Pope Nash as president, Jonathan Bryan as vice-president, and George J. Benson as sceretary-treasurer. The company has purchased from the Virginia Apple Lands Corporation 10,000 acres in Botetourt and Craig counties, Virginia, containing 750,000 feet of railroad ties, and 15.000.000 feet of saw timber, besides dogwood and other wood, but will not engage in manufacturing operations, holding the property for development.

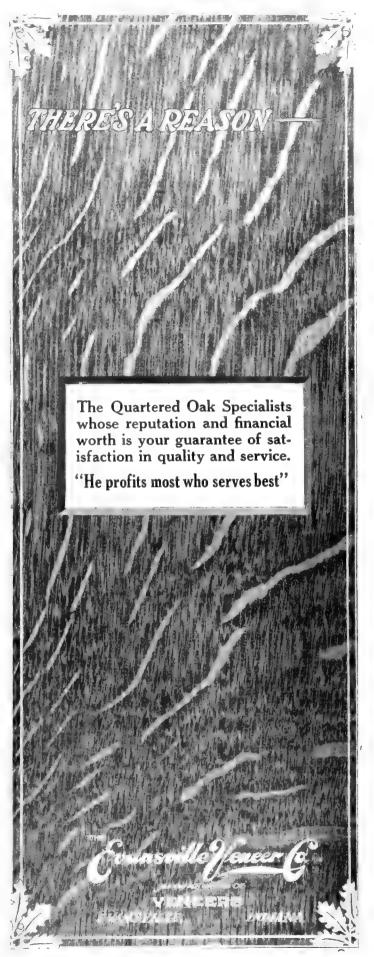
The Etheridge Lumber Company, Norfolk, Va., whose plant was destroyed by fire in September, has arranged to rebuild. Preparations have been made for a mill 100 by 132 feet, most of the machinery having already been contracted for with the P. B. Yates Machine Company of Beloit, Wis. All of the plant will be driven electrically.

Among recent visitors in Baltimore were Mr. Boner of the Boner Mills Lumber Company, Asheville, N. C.; W. A. Dolph, sales manager of the Macon Hardwood Lumber Company, Macon, Ga., and G. G. Barr of New York. The two former were on their way north on business trips, while Mr. Barr was canvassing his southern trade.

Negotiations have been completed for the removal of the Ebert furniture factory from Philadelphia to York, Pa. The corporation, which is to have C. S. Lamonte for president, T. E. Brooks for secretary and Fred J. Ebert of Philadelphia for treasurer, will be known as the Ebert Furniture Company. The capital stock of the company is \$150,000, and employment is to be given to 300 men.

=≺ COLUMBUS >=

The annual meeting of the Ohio Builders' Supply Association will be held at the Gibson hotel, Cincinnati, January 25, 26 and 27. Elaborate arrangements are being made for the meeting. According to G. S. Gaines, assistant to the president, who has headquarters in Columbus, it is the expectation to have 500 members enrolled by the time of the convention. Mr. Gaines is busy organizing the various districts of the state into



The FERD. BRENNER LUMBER COMPANY

MANUFACTURERS OF

High-Grade OAK

and other ——

HARDWOODS

ALEXANDRIA, LA., U. S. A.

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RUSSE & BURGESS

INCORPORATED

Memphis,

Tennessee

We are manufacturers of

OAK

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divisions, of which there are thirty in all. All have now been organized with the exception of three. The association now has more than 400 members.

The cold weather has apparently shut off some new building work, although many projects are proceeding rapidly. Building permits show a marked increase over the corresponding period in 1915. Beginning with the spring there are several large building projects on the carpet, principally a \$500,000 interurban terminus and exhibiting hall combined. Apartment houses and several family hotel buildings are projected.

The Marysville Wire Fence & Lumber Company, Marysville, O., has sold its lumber business to C. H. Bodley of Plain City, O.

Arch C. Klumph, president of the Cuyahoga Lumber Company, Cleveland, and president of the International Rotary Clubs, attended the gathering of Rotarians at Knoxville, Tenn., the early part of November. At the same time twenty-five members of the Cleveland Rotary Club journeyed to Pittsburgh, where they celebrated "Klumph Day" in his honor.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for all varieties and grades of hardwoods with the tone of the market generally satisfactory. Shipments are slow because of lack of cars. Factories are good customers at this time.

The Yellow Poplar Lumber Company of Ironton, O., has notified all of its employes that their wages will be increased 2½ cents per hour, effective at once.

Rusher & Cook Lumber Company, Lima, O., has opened a branch in Toledo to take care of that section of the state.

President John L. Vance of the Ohio Valley Improvement Association announces the date and place for the annual meeting of the organization at Huntington, W. Va., November 24 and 25. The objective of the organization is to secure a nine-foot stage in the Ohio river from Cairo to Pittsburgh the entire year. Much interest centers in the meeting because of the appropriation to be asked from Congress to prosecute the work that has been started.

The Clinton County Lumber Company, Wilmington, O., has been incorporated with a capital of \$25,000 to deal in lumber. The incorporators are H. R. Allen, R. W. Allen, Adwin Johnson, R. A. Lewis and Philip C. Rond.

The Acorn Supply Co., Toledo, has been incorporated with a capital of \$30,000 to deal in lumber. The incorporators are E. B. Mitchell, D. D. Gotshall, George D. Palmer, R. C. Bowlus and Floyd A. Williams.

The Celina Sawmill Company, Celina, O., has been incorporated with a capital of \$10,000 to operate a sawmill. The incorporators are John P. Diener, D. M. Smith, E. Radabaugh, J. C. Marlan and B. A. Myers. The Bennhoff Wagon Company, Cleveland, has been incorporated with a capital of \$5,000 to manufacture wagons. The incorporators are Fred,

Gustav and Otto M. Bennhoff, Martin Deter and Fred W. Kamman. The Crystal Supply Company, Warren, O., has been incorporated with a capital of \$5,000 to deal in lumber. The incorporators are L. D. Sheffield, R. F. Linzt, H. D. King, B. J. Shafer and H. F. Weir,

=≺ CLEVELAND >=

With a view toward facilitating the handling of its wholesale business in an easier manner, and also with the idea of extending to a much greater extent this branch of its hardwood business, the C. H. Foote Lumber Company, Cleveland, Ohio, has taken new offices in the downtown section of that city. The new offices are at 802 Columbia building. The offices at the yards, Scranton and Carter roads, in The Flats, will be continued.

The change also is made because of the inconvenience in reaching the Flats, following the wrecking of the West Third street bridge. Offices in the Columbia building will be temporary until permanent offices have been obtained. Although going into the wholesale end of the business on a much larger scale, this firm will continue its retail business as well.

Protest against the change in demurrage charges instituted by the Interstate Commerce Commission is expected to be launched by the entire lumber trade of Cleveland, following the announcement of the changes by the Cleveland Chamber of Commerce. A committee has been appointed by the Cleveland Board of Lumber Dealers to confer with D. F. Hurd, traffic commissioner of the chamber, to see if this radical change can be modified. Reason for this action is based upon the fact that the lumber industry, of all others, is hit hardest, while the railroads, themselves at fault, are freed of any responsibility.

The committee that will thrash out the matter includes F. T. Peitch, F. T. Peitch Company; E. E. Teare, Potter, Teare & Co., and C. H. Prescott.

The members of all branches of the trade in Cleveland feel that they must take drastic action against the proposed changes, which become effective December 1, on the ground that letters of protest from all parts of the country against the proposed changes have been received at the Cleveland board.

"The reason our members here feel the proposed charges are unfair is because the railroads have been giving us practically no service at all for months back," says J. V. O'Brien, secretary of the Cleveland Board of Lumber Dealers. "Cases are frequent where it has taken more than a month to bring a car from Chicago to Cleveland. We believe here that lack of equipment and working force is responsible for this condition.

"In spite of the fact that the yards here have had to wait unprece-

dentedly long periods for deliveries, they now are expected to pay demurrage accruing after the material reaches the yard.

"Again the railroads have the practice of bunching the cars which seems to show that they are short of equipment as well as labor, while the lumber people have only the labor question to settle. There is a strong feeling here that favors national reciprocal demurrage. There also is a strong belief here that the railroads are totally inefficient, and the shipper is the great sufferer as a consequence. Yet now it looks as though the railroads seek to recoup from him."

-----**<** CINCINNATI >=

Buob & Scheu, carriage manufacturers, and also carrying on considerable of an automobile repair and body-making business, recently leased the large quarters on Webster street, near Sycamore, for a period of ten years. The business of the carriage company has expanded so much during recent years that larger quarters have become necessary. The new quarters will be occupied about December 1. For over thirty years Buob & Scheu have been located on Court street, east of Broadway, and during all this time have been prominently identified as considerable of a factor in the Cincinnati hardwood trade as well as consuming no small volume of yellow pine.

For the purpose of opening up vast timberlands in Nicholas and Greenbrier counties in West Virginia, the New York Central Railroad has authorized the construction of twenty miles of railroad along the banks of the Gauley river. This report is said to be authenticated at the offices of the Kanawha & Michigan Railway Company at Charleston, W. Va. The actual work of construction will be started in the very near future, it is said. About three months ago it was reported here that before the first of the year, this rich timberland would be made accessible by a spur from the Kanawha & Michigan, after the consolidation of a couple lines running through that district. It will open up a rich, direct market for the Cincinnati trade.

The Cleveland Automobile Body Company, which is expected to be something of a hardwood consumer in the near future, was incorporated in Cleveland last week with capital stock placed at \$10,000. The organizers of the new concern are R. B. Newcomb, Munson Havens, William E. Tousley, F. A. Pope and Frank M. Cobb.

The Cleveland Organ and Piano Company, consumer of fine imported woods, mahogany and Circassian walnut and domestic black walnut and rosewood, recently announced an increase in capital stock of from \$50,000 to \$75,000.

A recent announcement by H. M. Eastabrook, president of the Barney & Smith Car Company, Hamilton, O., was received with enthusiasm for two large reasons by local lumbermen. President Eastabrook declared that every effort would be made to fill promptly the orders recently secured for 3,175 freight cars and passenger coaches for the New York Central, the Atlantic Coast Line and the Chicago and Northwestern railroads, though it will require several months in order to secure the necessary lumber and steel to complete the contract, which total in the neighborhood of \$12,000,000. The early completion of the cars will go a long ways toward relieving the car shortage, and it will also create an unusually heady demand for lumber within a short period. The Barney & Smith company is one of the most flourishing concerns of its kind in the country right now, having war orders amounting to millions of dollars, besides having all the car contracts possible to handle.

Weaver Haas, of Issaquena, Miss.. who is prominently connected in an official capacity with several lumber concerns in the South, spent a few days in Cincinnati recently. For several years Mr. Haas was engaged in the lumber business in Cincinnati. but his southern connections grew so large he was compelled to make his headquarters in the South. Mr. Haas reported the lumber business in general good throughout the South. exceptionally so, barring the car shortage drawback, and he had every reason to believe that conditions would continue prosperous.

Henry E. Bolender, a sawmill operator, of Cleves, O., last week filed a voluntary petition in bankruptcy in the United States district court here, scheduling liabilities at \$7.983.48 and assets at only \$1.401.34. The assets consist of stock in trade \$35, bills receivable \$400, machinery, etc.. \$500, debt due on open accounts \$46.34, unliquidated claims \$370, and horses and vehicles \$50. Mr. Bolender is quite well known in the Cincinnati market.

One of the largest improvements of the year for Covington. Ky., which will mean considerable business for the contracting and building supply men of this section is the new office building of the German Mutual Fire Insurance Company to be constructed at Pike street and Madison avenue. Plans for the structure, which is to cost \$100,000, were made by Samuel Hannaford & Sons, architects, who recently awarded the general contract to John J. Craig, of Covington.

=-≺ INDIANAPOLIS >=

The lumber trade throughout Indiana, as well as all other shippers, are fighting before the Indiana Public Service Commission a new schedule of demurrage charges that were filed by railroads operating in the state last week. Greatly increased demurrage charges would be effective if the new tariff is accepted by the commission. At the present time a charge of \$1 a day is made for each car after it has been held without unloading for forty-eight hours after it is received. The new rates,

WHITE OAK RED OAK

PLAIN and QUARTERED

Even Color Soft Texture

> All from our own timber grown in Eastern Kentucky



Mowbray & Robinson Company

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QUICKSAND, KY. VIPER, KY.

WEST IRVINE, KY.
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If You Are Interested In

OAK

We Can Meet Your Requirements

We Manufacture

Plain and Quartered Red and White Oak Lumber

Red and White Rotary Oak Veneers

We have the timber, the mills and the men to produce material that is right.

Penrod, Jurden & McCowen

GENERAL OFFICE, MEMPHIS, TENNESSEE





TRADE MARK REGISTERED



GREEN RIVER LUMBER COMPANY, INC. MEMPHIS, TENN.

Cable Address "GREENRIVER"
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A. B. C., 5th Edition, Hardwood
Universal, Telecode, Western Union, Okay

following the forty-eight hour period, would be as follows: \$2 for the first day, \$3 for the second day, \$4 for the third day, and \$5 for the fourth day and every day thereafter. Shippers claim that railroads are trying to place the burden on the car receiver for conditions that have resulted from car shortages, and the roads assert that the revised tariffs are necessary to relieve car shortage conditions. Shippers have arranged to appear before the commission almost every day this week to register protests against the proposed tariffs.

The Sheller Wood Rim Manufacturing Company. Portland, Ind., was incorporated last week with a capitalization of \$25,000 to manufacture one-piece wooden steering wheel rims for automobiles. The company promises to be a larger consumer of hardwoods, as its officers report that large contracts have been signed to supply automobile manufacturers with steering wheel rims throughout the Middle West. The company announces that it has leased a large plant in Portland and that it will be in operation as soon as possible. The incorporators are H. E. Sheller, E. J. Minch, and A. S. Blowers.

Another hardwood consuming plant was incorporated in Indiana last week when incorporation papers were issued to the Schaaf & Schnaus Manufacturing Company which has a capitalization of \$10,000. The company will manufacture furniture. The directors are A. J. Schaaf, G. W. Schnaus, and Otto Schaaf.

James Henry Simonson, seventy-nine years old, a pioneer lumber dealer of Terre Haute, Ind., died last week after a short illness. He was the junior member of the firm of Rhinesmith & Simonson. Mr. Simonson was born in New York City and moved to Fort Wayne in 1867. He is survived by one daughter.

The Lafayette Lumber and Manufacturing Company, Lafayette, Ind., has filed preliminary articles of dissolution with the secretary of state.

H. E. Daugherty, president of the Hoosier Veneer Company, of Indianapolis, last week sold to the state of Indiana a valuable tract of the state of Indiana a valuable tract of Indiana to a valuable tract of Indiana to the state of Indiana to the Indi

imberland covered with hickory, oak and walnut for \$40.200. The tract is known as Turkey Run, and in addition to being one of the most picturesque spots in the state, it is considered one of the most valuable timber tracts. A committee of citizens bought the property for the state with the understanding that it is to be used as a state park. Mr. Daugherty bought the property at auction last May for \$30.200, and in selling it, he makes \$10.000 which does not begin to represent the profit be would have acquired if the timber had been cut. Indiana newspapers praised Mr. Daugherty for his willingness to sacrifice a business investment for sentiment, and his action has gone a long way toward creating a friendly feeling for Indiana lumbermen.

The Mercer-Winchel Lumber Company, Crawfordsville, Ind., has changed its name to the Montgomery County Lumber Company.

EVANSVILLE >

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Judson Sanders, a well-known lumber dealer living at Gosport, Ind., died on November 11 after a short illness.

Mrs. Marie H. Kelly of Washington, Ind., on November 15 purchased the William H. Clore Manufacturing Company's plow factory at Washington at receiver's sale, the price paid being \$40,000. A company has been incorporated under the name of the Washington Plow Company with Clinton K. Tharp, Marie H. Kelly and Egbert Gasell as directors, and the factory has been put in operation.

J. C. Greer of the J. C. Greer Lumber Company has returned from a trip through Mississippi and Tennessee, where he inspected the company's stave mills.

Mrs. Lute Wile, widow of the late Lute Wile, who for many years was engaged in the furniture business in Evansville and who was well known to the lumber manufacturers of this section, died a few days ago in New York. The body was brought to Evansville for burial.

The A. W. Benham Cooperage Company, Crothersville, Ind., has been incorporated with a capital stock of \$10,000. The directors are A. W. Benham, F. C. Mitchell and R. W. Benham.

The Binkley Buggy Company, Tipton, Ind., has reduced its capital stock from \$50,000 to \$37,000.

The various veneer plants in Evansville are still being operated on full time and George O. Worland, manager of the Evansville Veneer Company, reports the outlook for future trade is very good. He says his company has been extremely busy during the past few months.

The Fullerton-Powell Hardwood Lumber Company, with office and yards at 2224 East Virginia street, has closed out its business in Evansville. Maley & Wertz, hardwood lumber manufacturers, have taken over the yards and what lumber was left on hand, as well as the office building. William P. Schmuhl, former manager of the company here, has returned to his former home at Michigan City, Ind.

At the last meeting of the Evansville Lumbermen's Club held November 13, President Daniel A. Wertz appointed a nominating committee, same to report at the next meeting, which will be held on the second Tuesday in December. The committee is composed of Joe Waltman, George O. Worland and J. C. Greer. Mr. Wertz has served as president of the club for the past two years and has made a most efficient and painstaking executive. Secretary Mertice E. Taylor, who has been on the job for the past year, says the club is now in a flourishing condition and he hopes to have several new members before the year ends. At the next meeting of the club the question of arranging a banquet and dance for the mem-

bers, their families and their friends soon will be discussed. The newly elected officers will also be installed.

Poplar lumber that was valued at \$1,000 in the yards of F. M. Cutsinger here was destroyed by fire a few days ago, the loss being fully covered by insurance. The fire started from a lighted match thrown in the dry grass near the lumber yards.

The Moeller Cooperage Company at Mt. Vernon, Ind., is running its plant night and day in order to fill the orders from three large flour mills and the hominy mill at Mt. Vernon. The company has tried to get coopers from other cities to come and assist in the work but without success. Most of the cooperage plants in Evansville are also enjoying a good run now, owing to the demand for flour barrels,

The stave mills and handle factories along Green, Barren and Pond rivers in western Kentucky have been running on pretty good time during the past month. The sawmills along those rivers have also been busy and things look better in that section now than they have for some time past.

A report from Earlington, Ky., several miles below this city on the Louisville and Nashville railroad, a few days ago stated that the forest fire that had been raging in the vicinity of Manning, Ky., for over a week, has at last been extinguished. The flame-swept area extended almost to Nortonville, Ky., and it is estimated that the loss will reach several thousand dollars. The fire originated from a pile of ties that section men set on fire.

=≺ MEMPHIS >=

The Idaville Land Company, Tipton, Tenn., has sold 5.018 acres of hardwood timberlands in East Carroll parish, La., to O. T. Woodward, Memphis, and following close on the heels of this transaction has come the filing of application for a charter under the laws of Tennessee by the Tensas Land & Lumber Company, with capital stock of \$25.000. O. T. Woodward, the purchaser of the timberlands in question, is one of the incorporators and associated with him are the following: T. T. Rebori, C. L. Smith, A. R. Woodward and J. V. Bruegge. Headquarters will be maintained at Memphis.

The Chickasaw Cooperage Company, Memphis, has already begun the rebuilding of its big barrel factory which was destroyed by fire some days ago, with a loss of more than \$300,000. The new structure will be of brick, and it is estimated that fully three months will be required for the building thereof. Orders for the machinery have been placed and the company hopes to have its new plant in operation within three or four months.

The Churchill-Milton Lumber Company, Louisville, Ky., which spent some time inspecting various locations in the South for a hardwood mill, has selected Greenwood, Miss. The building of the plant, it is announced, will be begun shortly and it will be rushed to completion with all possible dispatch. Greenwood was chosen because of the large supply of the kind of timber desired close to that point.

The Lamb-Fish Lumber Company is preparing another large shipment of ties to the French government, the second for this month and the third in the series. The order on which the company is working is understood to be a very large one and shipments will be made from time to time until it has been wholly filled.

The Mossman Lumber Company has recently purchased two sections of hardwood timberlands in Mississippi county, Arkansas, but it has not yet been decided whether the logs will be cut and shipped to the mill of the company in this city or whether they will be disposed of in some other manner. This company recently held its annual meeting in Memphis and the following officers were elected: W. E. Mossman, Fort Wayne, Ind., president; W. C. Douglass, Memphis, vice-president; F. C. Storton, Memphis, secretary; F. G. Smith, Memphis, treasurer and manager, and A. C. Wilkinson, Huntington, Ind., and J. J. Rankin, Henderson, Ky., directors.

The Bellgrade Lumber Company, Memphis, has definitely decided upon Louise, Miss., as the location for its new mill for the development of the timber on a tract of 7,500 acres recently acquired in Mississippi. After this timber was purchased it was announced that the new mill would be located at either Louise or Midnight, but orders have already been given for switch connections with the main line of the Yazoo & Mississippi Valley road at Louise. The company some time ago purchased a mill at Zwolle, La., and this will be removed to the location decided upon. It will have a daily capacity of 40,000 to 50,000 feet per day. The building of this new plant will not affect the operations of the company at Isola, Miss.

=≺ LOUISVILLE >=

T. M. Brown of the W. P. Brown & Sons Lumber Company recently returned from a trip to Chicago and other points in the northern district. Harold Gates of the Louisville Point Lumber Company is spending a vacation of ten days at French Lick Springs, Ind. The company has been getting a good run on plain and quartered red and white oak, inch stock featuring the sales.

Harry Kline of the Louisville Veneer Mills expects to have one of the most up-to-date plants in this district when present improvements are completed. In addition to the new machinery which has been purchased, and which is being installed, the company is erecting three new brick dry kilns, and an additional warehouse.



Our stock contains all of the wide and best boards produced in each grade. Nothing picked out.

Write for our NEW IDEA complete list showing 12,000,000 feet of Southern Hardwoods, all cut on our own double band mills at Huttig, Arkansas, and Deering, Missouri.

Why not know all about the lumber you buy?

Our NEW IDEA is the only stock list that gives the age, average width and percentage of 14 and 16 feet lengths of each item.

Send for it.

Wisconsin Lumber Company Harvester Building Chicago

DEPENDABLE OAK

When men builded for permanence **OAK** was the favored wood. The centuries have tried it and found it staunch and true.

SOME ITEMS FOR IMMEDIATE SHIPMENT

70,000 4 4 1s & 2s Plain Red Oak 200,000 4 4 No. 1 Common

Plain Red Oak 60,000 4/4 1s & 2s Qtd. White Oak

150,000 4/4 No. 1 Common Qtd. White Oak

25,000 4/4 No. 2 Common Qtd. White Oak 60,000 5/8 1s & 2s Plain Red Oak

75,000 5/8 No. 1 Common Plain Red Oak

"NVLCO"

Trade-Marked **OAK** is the result of twenty-five years of manufacturing experience, of an excellent log supply, of a policy to manufacture well, to ship grades as they should be shipped and to consider the customer's needs.

"NVLCO"

Must be good because it's guaranteed.

WRITE TODAY FOR COM-PLETE LIST WITH PRICES

NORTH VERNON LUMBER CO. Dept. L, NORTH VERNON, IND.

Our Standard

We are makers of Good Lumber.

The Forten years we have been turning out high-grade Hardwoods at our present location, and thruout those ten years we have been studying constantly to improve our products.

The As a result we have established a real STANDARD OF QUALITY.

When our customers speak of GOOD lumber they say "Like Liberty Lumber."

The It IS good lumber. Smoothly sawn—plump, even thickness—good widths—good lengths—and FLAT.

Good to look at, a pleasure to work—that is "LIBERTY" lumber.

SEE OUR LIST OF DRY LUMBER IN "HARDWOODS FOR SALE" DEFT, PAGES 56-57, AND ASK FOR PRICES

LIBERTY HARDWOOD LUMBER COMPANY MAKERS OF GOOD LUMBER BIG Creek, Tex.

WE GUARANTEE UNIFORM COLOR AND FIGURE IN ANY OUANTITY ECTION OF OUR BEST FIGURED LOGS WAREHOUSE IN STOCK AT ALL TIMES ASK FOR SAMPLES - EXPRESS PREPAR KEY BROTHE MEMPHIS

The Louisville Hardwood Club on November 8 met at the Seelbach hotel and elected officers as follows: President T. Smith Milton, Churchill-Milton Lumber Company; vice-president, A. E. Norman, Jr., Norman Lumber Company; treasurer, C. M. Sears, Edward L. Davis Lumber Company, re-elected; secretary, R. R. May, manager of the Louisville branch of the Southern Hardwood Traffic Association, re-elected. The principal topic discussed at the meeting was in connection with the recent investigation of the hardwood lumber industry by the Federal Trade Commission at Memphis.

The C. C. Mengel & Bro. Company is again enlarging its office, this being the second enlargement inside of six months. Business with the company has been so good during the past few months that a larger force is needed to handle it. The export demand is good, and an active domestic demand, chiefly from furniture and phonograph manufacturers, is being met with.

On account of the high cost of living, and the increasing demand for skilled woodworkers, the Wilson Furniture Company has announced a ten per cent increase in wages, the increase becoming effective several days ago. The increase affects all departments outside of the office.

The Interstate Commerce Commission in a recent decision held that the minimum weight of 36,000 pounds applied by the Illinois Central and other railroads on three cars of baseball bats shipped by the J. F. Hillerich & Sons Company to Fort Worth and Dallas, Tex., was unreasonable to the extent that it exceeded the present minimum of 30,000 pounds, and reparation has been ordered the shippers. This reparation will be determined by a statement based on excess charges collected.

A suit against the Jefferson Woodworking Company of Louisville, alleging violation of the smoke nuisance ordinance of the city, was dismissed when it came up in court, the company showing that it had taken steps to abate the nuisance. The company operates in the old plant formerly operated by the W. H. Gillette Company, vehicle woodwork manufacturers, who sold out to the Pioneer Pole & Shaft Company some two years ago. The plant was shortly afterward dismantled by the Pioneer people, and sold to the present owners.

Timber holders and lumbermen of Kentucky are watching with much interest the outcome of a proposed special session of the state legislature in January to take up the matter of a new revenue bill in Kentucky, prepared by the tax commission, appointed by the Governor, at the instance of the General Assembly last spring. This bill is for the purpose generally of revising the present tax laws in the state, which it has been claimed for several years were unjust, and holding back the growth of the state.

Building operations in Louisville and vicinity have shown a nice increase during the past few weeks, and the demand for interior trim is holding up unusually well for late fall. According to figures given out for October, a total of 187 permits were issued for buildings to cost \$321,510, showing an increase of \$149,870 over the same month of last

Dallas Brightwell, who for seven years has been with the Capital Lumber & Manufacturing Company, Frankfort, Ky., in the capacity of secretary treasurer, has resigned. Mr. Brightwell has arranged to form a partnership with G. R. Lyons and H. R. Lewis, owners of the Lyons Lumber Company, but will not take up his active duties until next spring. He has gone to Michigan, where he expects to spend several weeks.

The Howard Shipbuilding & Drydock Company, Jeffersonville, Ind., operating plants at Mound City, Ill.; Paducah, Ky.; Cincinnati; Madison, Ind., and Jeffersonville, has not figured in a rumored deal with eastern capitalists, according to Ed Howard, head of the company. It has been rumored that Charles G. Brazier and associates of New York have closed a deal for the property, and had prepared to use the plants for filling an order for light draft boats for Norway.

While several forest fires have been encountered in Kentucky during the past month, in most cases they have been headed without any great loss through the efforts of the wardens of the forestry department. Lookout towers have been erected in several parts of the mountain district, and have aided greatly in getting fires under control before they reached any great headway. Several thousand acres were burned over at Hopkinsville, Ky., however.

Floyd Day of Jackson, Ky., has been sued for \$25,561.73 by the receivers of the Day Lumber & Coal Company, alleging that this amount is due the company for sums advanced in cash, and merchandise secured at the company stores. The Fidelity & Columbia Trust Company of Louisville is receiver for the company,

=≺ ST. LOUIS >=

Building operations for October are showing considerable activity. The number of permits issued during that month were 731, compared with 755 during the corresponding month last year. The estimated aggregate cost during the month was \$1,333,381, while October a year ago showed an estimated cost of \$1,214,618. This shows a gain of about ten per cent.

The Lumbermen's Exchange will hold its annual election on December 12. The nominations by divisions will soon be made. Only two divisions have submitted their nominations up to the present time. These are:

APPEALS-II. A. Boeckeler, C. A. Antrim, B. F. Givens, G. E. W. Luehrmann, J. W. Ferguson, W. H. Elbring.

ARBITRATION-Franz Waldstein, R. F. Gruner, O. H. Sample, A. E. Smart, J. A. Meyer, F. P. Hearne.





Proper service in any branch of merchandising is not the product merely of good intentions—adequate organization is essential.

When we say we can offer quite unusual service to any buyer of hard-wood lumber, we are in a position to prove that we have the organization to back this claim, and will be glad to make this proof at any time.

Paepcke Leicht Lumber Co.
Conway Building, Chicago, Illinois





Williams Lumber Company

FAYETTEVILLE TENNESSEE

— MANUFACTURERS— Middle Tennessee HARDWOODS

Soft-Textured Qtd. Oak a Specialty

The following stock is in excellent condition, ready for immediate shipment

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4/4 No. 3 Elm & Ash 24,000
5/4 No. 3 Elm & Ash
6/4 No. 3 Elm & Ash 74,000
8/4 No. 3 Elm & Ash
4/4 No. 1 & Btr. Birch 51,000
4/4 No. 2 Birch
4/4 No. 3 Birch 202,000 5/4 No. 3 Birch 78,000
4/4 No. 3 Basswood 25,000
6/4 No. 3 Birch 8,000
4/4 No. 3 Maple
5/4 No. 3 Maple
Ideal Hardwood
Sawmill
Sawmin
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Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company
Masonville, Michigan

=≺ ARKANSAS >=

The McLean-Arkansas Lumber Company's new \$100,000 plant, located Just east of Argenta, will be in operation by December 1. The office force for the new plant is now on the job and is booking new business. The plant will employ about seventy people when in full operation, and will have a pay roll of about \$1,000 per week. The new plant has a capacity of 40,000 feet per day and is equipped with the latest and most up-to-date machinery. Only native hardwoods will be used at the plant and the company has purchased a supply of this that will last for several years.

R. G. Bruce of the E. L. Bruce Company, D. S. Watrous of the Little Rock Lumber and Manufacturing Company, O. M. Krebs of the McLean-Arkansas Lumber Company, and Ross Hackney of Brown & Hackney, Inc., all local hardwood lumber manufacturers, recently conferred with the membership committee of the Southern Hardwood Traffic Association in Memphis, with regard to the active affiliation of the Arkansas hardwood manufacturers with the association's traffic bureau. Considerable complications and complexities have arisen in connection with the Arkansas rates of late and there is no organization in this state through which these adjustments can properly be made. It is reported that several of the hardwood manufacturers in eastern Arkansas have already affiliated with the above named organization, and it is probable that the Little Rock and Pine Bluff men engaged in this line will also affiliate. In that event it is thought that a branch office will likely be established in Little Rock.

S. M. Samstag of Hot Springs recently purchased a 760-acre tract of hardwood timberland near Moscow. The consideration is given out as \$26,000. Mr. Samstag, who was formerly in business at Pine Bluff, in turn sold the tract of timber to W. S. Edler of Sheridan, who will erect a mill and cut the timber for the market.

Preparations are being made for the erection of the large hardwood lumber mill at Dierks, Ark. The company recently secured permission from the town council of Dierks for the use of electric lights, sewerage system and water connection. The surveyors are now busy with the preliminary work and it is expected that the other work will follow quickly. About one year is the estimated time needed to get the large plant ready for operation. When completed it will employ about 500 men, and will be one of the biggest plants of the kind in the South.

The Warren Stave Company is now constructing a new hardwood lumber mill in connection with its plant at Warren.

=≺ WISCONSIN >===

The John Schroeder Lumber Company has closed its sawmill at Ashland, Wis., because of ice in the mill pond. About 100 men are out of employment. The planing mill will be continued. The company will operate on the usual scale in the woods this winter.

The H. Bille Company at Marshfield, Wis., manufacturer of cabinets, cases, etc., reports an unusually brisk business. Orders placed will keep the plant running all winter.

The Diamond Match Company is having plans prepared for the erection of an additional building at its plant in Oshkosh, Wis. It will be of reinforced concrete and brick construction, 165 by 160 feet, and four stories high.

The Jacob Mortenson Lumber Company has finished its season's cut and closed its sawmill at Wausau, Wis., after a successful run. The company has undertaken extensive repairs and improvements at the plant, including the installation of additional new machinery. The work will be completed in time to resume operations early in January.

A crew of ten expert hewers from British Columbia are at work at Bird Center, near Marinette, Wis., cutting and hewing rock elm for shipment to England to be used in shipbuilding. The stumpage was purchased from the J. W. Wells Lumber Company. The timbers average forty-five feet.

The Brooks & Ross Lumber Company cut about 28,000,000 feet of lumber during the past season at Schofield, Wis., where the sawmill has just been closed down. Repairs are now under way and the mill will resume cutting about December 15. One-quarter of the cut was hardwood.

The 1916 cut of the Faust Lumber Company of Antigo, Wis., was the largest in the history of the mill, totaling more than 10,000,000 feet. Most of this was hardwood. The mill operated for eleven months, and will probably resume operating again the first of the new year.

The Northern Furniture Company of Sheboygan, Wis., which was taken over by new capital recently, as noted, has increased its capital stock from \$400,000 to \$600,000. Jacob L. Reiss, New York City, is president; Carroll Quimby, secretary, and A. Westermeyer, treasurer.

The Sawyer Lumber Company of Sturgeon Bay, a branch of the Sawyer-Goodman Company, lumber manufacturer, Marinette, Wis., has disposed of its retail lumber yards in several Wisconsin cities, according to reports. A big planing mill and other facilities at Sturgeon Bay will be added instead.

An important deal has been consummated at Fond du Lac, Wis., whereby the Fred Rueping Estate acquires the controlling interest in the Giddings-Lewis Manufacturing Company, a \$200,000 corporation

manufacturing mill machinery. C. E. Cleveland, president of the company, and Henry Rueping, secretary and treasurer, have disposed of their holdings and retire as officials. M. M. Cory of Chicago has assumed the management of the plant, which will be enlarged and the capacity increased at least one-third. The plant now employs 336 men and is operated twenty-three hours daily, in two shifts.

The John Weeks Lumber Company of Stevens Point, Wis., has purchased from Ole J. Bestul a 240-acre tract, containing about 1.500,000 feet of timber. It is located in the town of Helvetia and part of it will be logged this winter. The company is preparing to make a big cut this winter and has the work well under way. The camps at Moon, west of Mosinee and near Unity are in full operation. Bert Austin of Rozellville is cutting for the Weeks company under contract, and Peter Korntved has a million feet contract for the same interests. About six million feet were sawed this season and the mill has been closed down for repairs before reopening. The new cut will exceed that of a year ago, being principally hemlock and hardwood.

The Kenfield-Lamoreaux Company of Washburn, Wis., will make improvements at its plant in that city. They will include the installation of a number of new box machines to increase the output, made possible by securing a new source of supply of material.

The Wood Products Company of Ladysmith, Wis., has installed seven additional lathes, operating automatically, for producing a variety of wooden specialties, such as handles for talking machines, shaving brushes, fly swatters, rubber stamps, organ stops, etc.

The Schneider Furniture Company, North Milwaukee, Wis., which was recently petitioned into bankruptcy in the federal court in Milwaukee, has filed a list of assets and liabilities. The schedule shows liabilities consisting of wages due, \$842: secured claims, \$11,500, and unsecured claims of \$15,419; a total of \$27,761.

The Hardwood Market

=∹ CHICAGO >=

The car shortage still occupies the major consideration locally, as with the wholesale and yard element so strong in Chicago, the service end is a very important consideration. The relative movements of the various northern and southern woods are not materially changed, although the local oak situation is pronounced healthier than it had been before. Local lumbermen are genuinely optimistic over the situation and expect that when the inventory season is over there will be business aplenty for all.

=**≺** *BUFFALO* **>**=

The hardwood demand is not showing much change and is fairly good, but a scarcity of labor and cars causes some difficulty in this as well as other markets. Cars are more plentiful here than in some markets, owing to the large grain and general freight movement, but the railroads are having much trouble moving stock at present. The lake lumber season is about over, the last cargoes coming in at unusually high freight rates. Lumber prices are holding firm and some yards have been advancing their quotations.

The list of leading woods includes maple, ash, plain and quartered oak and poplar. Oak remains in the lead, though the activity is not great. Elm is moving a little better than it was a short time ago, and fair sales of basswood are reported. Some of the hardwoods are experiencing a good deal of competition from yellow pine in the building trade, as the latter wood is used to a large extent for interior trim. The demand for oak and maple flooring is said to be fully as large as it was a month ago.

===≺ PITTSBURGH **>**=

One thing stands in the way of a very satisfactory business in hardwoods at present. That is the general car shortage. Demand for hardwoods is getting better every day, and is such as to make wholesalers and manufacturers feel decidedly good. Few contracts have been placed for next year. The outlook, however, for big sales of hardwood for the coming season was never better. Automobile plants are already getting into the market with enormous inquiries. Farm implement concerns are very large prospective buyers. The furniture trade is active and will consume much more lumber than last year. Yard trade in hardwoods is picking up steadily, and the good weather has started a large amount of new building. Manufacturing and industrial concerns, are buying heavily. Prices are going up, and there is no surplus of stocks at the mills.

=< BOSTON >=

The hardwood trade of this district shows no marked changes in the last fortnight. The difficulties in transportation continue to increase, culminating in an embargo placed by the N. Y., N. H. & H. R. R. on November 9. Some qualifications of the embargo are noted, principally

Specializing in Heavy Ash, Oak, Hickory and Thin Oak and Gum

E. Sondheimer Co.

WHOLESALE Manufacturers and Exporters

Wire Orders Loaded Same Day Received

You Can See Logs Like These on Our Yard Any Day



STIMSON VENEER AND LUMBER COMPANY, INC.

P. O. Box 1015

Memphis, Tenn.

MANUFACTURERS

Hardwood Lumber, Rotary Cut Veneers, Rotary Cut Gum Faces, Cross Banding and Cores.

C. CRANE &

Manufacturers of Hardwood Lumber, Oak &.

Our location makes possible quick delivery of anything in and hardwood lumber

The Country of the coun

Baker-Matthews Manufacturing Co. Sikeston, Mo.

Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK

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OUR SPECIALTY St. Francis Basin Red Gum

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Southern Hardwoods —— Gum, Oak and Ash——

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BLISS-COOK OAK CO.

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring. As Well As

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Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

its total application toward freight destined to certain lumber dealers on account of their alleged delay in unloading cars and exceptions on live stock and perishable goods. Wholesale stocks in storage and lumber on yards are moving actively at high prices on account of the uncertainty in delivering for specific contracts and the yards anticipate much reduction of stock the coming season through the same causes. All New England railroads are working over normal capacity and contemplating several reforms to meet the increased call for empty cars, such as hauling and returning empties without waiting for reloads and the imposing of ascending scale demurrage rates on receiving patrons.

All items in hardwood remain firm and booking of orders is entirely subject to delays and ability to deliver. The almost total absence of stocks in thick maple is noted with a consequent high market on this wood. High-grade white ash is also meeting increased inquiry, the demand coming principally for foreign consumption probably being for aeroplane construction.

=≺ BALTIMORE **>**=

Expressions of opinion on the part of lumbermen as to trade conditions are rather divergent, some reporting that they find business decidedly good, with an active inquiry and a demand sufficiently expansive to bring the volume of their business up to impressive figures, while others state that the calls for stocks leave much to be desired, and are not of such moment as to enable the sellers to have much ahead of them at any time. All reports, however, agree in representing the domestic trade as full of very encouraging possibilities. The furniture manufacturers, for instance, are still said to be busier than they have been for years, with other woodworking establishments hardly behind them in this respect. Why the actual demand for hardwoods should not be more urgent in view of this fact is rather puzzling, but the belief persists that the partial raising of the embargo some time ago caused the delivery of such quantities of hardwoods to buyers who had placed orders with various concerns in the hope of getting one of the shipments through, that for the time being the stocks ran considerably ahead of what were regarded as adequate proportions. It is also to be said that the tendency of prices is upward. So far no important advance has been noted, but in the face of the increases in all other things, including labor, it seems inevitable that the hardwood producers should mark up their stocks so as to come out with a margin of profit. The lumber previously absorbed by foreign buyers now stays at home and gives the domestic buyers the benefit of liberal offers at a time when all other materials have greatly advanced. No. 1 common oak is being sought with some freedom by the furniture makers, while the lower grades of poplar are also in fair request, with high-grade poplar quiet. Chestnut, ash and maple have been marked up, the rise in maple flooring being considerable. Nearly every new list issued by the manufacturers shows a further rise, and this, of course, tends to make at least some of the buyers hold back. No discouraging developments have claimed attention of late, and some gains have been made. At the same time it will not be denied that the hardwoods, along with other lumber, have so far failed to benefit in anything like the same degree that other commodities have been helped, and the members of the trade are still looking to the future for the boom they believe is on the way.

=< COLUMBUS **>**=

The car shortage is one of the worst features of the hardwood trade in Columbus and central Ohio territory. The demand for all varieties and grades remains good and prices are well maintained at levels which have prevailed for the past few weeks. Lumbermen believe that prospects for the future are bright.

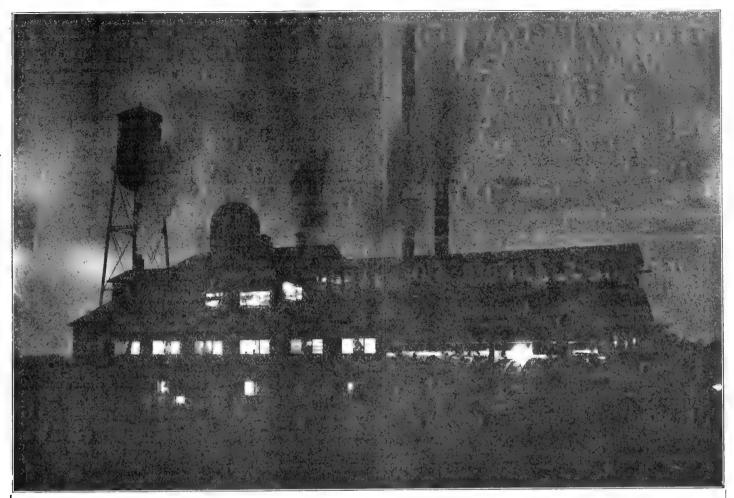
Buying on the part of retailers is one of the best features of the trade. Dealers' stocks are light and some are ordering more liberally. Others are buying only from hand to mouth, as they believe that prices may break soon. All of the orders booked are for immediate delivery, as jobbers are not disposed to accept orders for future delivery. Considerable buying is also being done by factories, especially those making furniture, boxes and implements. Automobile factories are also in the market for more. Car stocks are moving well and all items on the list are fairly active. Mill stocks are not large, although some accumulation is reported in certain localities. There is little cutting at present as jobbers are able to get full price for all cargoes that can be moved.

The cold snap is curtailing building operations in this territory, although many now in progress will be continued during the coming few months. Many of the structures are now enclosed and artificial heat will permit working right through the winter. Collections are generally good, as money appears to be easy.

Quartered and plain oak is in good demand. Poplar is moving well, especially in the lower grades. Chestnut is one of the strongest points in the trade and basswood remains strong. There is an increasing demand for ash while other hardwoods are unchanged.

=< CLEVELAND **>-:**

Oak and maple flooring continue to lead the list in the demand for hardwoods in this district. There has been noticeable improvement in the movement of these woods into consuming channels, primarily on account of the rush to finish partially completed building operations before the real winter arrives. All descriptions of hardwoods going into the manufacture of furniture are in demand. Ash, heretofore rather



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Codes Used-Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

STOCK	LIST	FOR N	OVEMB	ER, 191	16					
	3 8"	1 2"	5.8"	3.4	4 4"	5 4"	6 4"	8.1"	10 4"	12/4"
1st & 2nds Qtd. White Oak 6" & up. 1st & 2nds Qtd. White Oak 6-9" 1st & 2nds Qtd, White Oak 10" & up. 1st & 2nds Qtd. White Oak 12" & up.		93,000 58,000	42,000 19,000	71,006 33,000	154,000 56,000	1,500 3,600	2,500	7,000		
No. 1 Common Qtd. White Oak. No. 2 Common Qtd. White Oak. Clear Qtd. W. O. Strips 2-31 _{2"} .	90,600 8,000	$91,000 \\ 4,000$	$62,000 \\ 14,000$	3,000 7,000	$\substack{113,000 \\ 121,000}$	36,000 2,000	1,500	7,000		
Clear Qtd. W. O. Strips 4-4½" No. 1 Common Otd. W. O. Strips 2*5-5*					24,000 22,000 15,000					
No. 1 Common & Better W. O. Strips 2 ¹ 2-5 ¹ 2	265,000	21,000	83,000	6,000 36,000	262,000 300,000	15,000	2,500	12,000		
No. 2 Common Plain White Oak	3,000	4,000		7,000	350,000		4,000		•	
No. 1 Common Plain Red Oak. No. 2 Common Plain Red Oak. Oak Core Stock.			8,000	2,000	300,000 150,000	20,000 26,000	3,600 9,000	2,509		
lst & 2nds Plain Red Gum No. 1 Common Plain Red Gum Common & Better Otd, Red Gum 60 & 497	353,000 130,000	452,000 85,000		101,000 85,000		88,000	4,000 2,000	1,500		
lst & 2nds Fig. Red Gum No. 1 Common Fig. Red Gum					24,000 41,000		6,000			
lst & 2nds Sap Gum lst & 2nds Sap Gum 13" & up lst & 2nds Sap Gum 18" & up			7,000	25,000	47,000			4,000		3,500
No. 1 Common Sap Gum		3,000	57,000	$\frac{40,000}{17,000}$	10,000 89,000	27,000 16,000 36,000	4,090 15,000 6,000			3,500
Clear Sap Gum Strips 2½-5½" (stained) Common & Better Tupelo Gum 60 & 40%					32,000 21,000 31.000					
No. 1 Common Cypress. .og Run Elm 30-50-20% .og Run Sycamore 50-30-20%					11,000 107,000					·
st & 2nds Sycamore					$\frac{13,000}{8,000}$					

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CHICAGO 1750 McCormick Bldg. SEATTLE 1009 White Bldg. NEW ORLEANS 1213 Whitney-Central Bldg. quiet, has improved considerably of late. Prices on oak flooring have stiffened and those for maple flooring have increased \$2 per thousand within the last two weeks. Advances also are noted in cypress. For interior and exterior finish this material seems to have become a staple commodity, and holders are finding a readier outlet for it in all channels, notably in house construction. Prices have been advanced all along the line in cypress. Hardwoods are in fair demand sufficient to sustain prices at the levels established earlier in the month.

---≺ CINCINNATI ≻=

Higher prices are being realized in this market for good birch with guaranteed delivery, the demand for it continuing to be a feature of the local market and recently has reached a stage where the supply at the mills is beginning to fall short of the actual demand. however, has not been confined entirely to the upper grades. Box manufacturers have been ordering in increased volume of late, thus producing an active movement in the lower grades. Thick stock of maple is moving in considerably increased volume, while the request for inch maple continues very satisfactorily. Maple flooring is coming into more popular favor here, rivaling the call for oak flooring. Furniture and piano manufacturers have been ordering in increased volume of late, thus producing make high-grade products. This may be due to the difficulty experienced in importing the fancy hardwoods, such as mahogany, rosewood and Circassian walnut. Activity is seen in the walnut market, American black moving in good volume, while the inquiries would indicate a healthy state of affairs during the midwinter months. Upstate there is a good call from the vehicle woodstock concerns, their chief demand seeming to center on the most scarce articles. Hickory is in urgent demand by the spoke factories, while the turners of elm bub blocks are calling for elm. Buggy and wagon manufacturers are using considerable Basswood prices are firmly maintained, despite a ash and hickory. rather reduced volume of business the past fortnight. Red gum continues to lead the southern hardwoods, although there has been a very noticeable improvement in the demand for the various grades of oak. Furniture manufacturers are taking a large part of the better grade of gum, while the lower grades are finding a ready market with the box concerns. Inquiry is developing along a broad basis for white and red oak and prices are being maintained in a more satisfactory manner than a few weeks back. There has been a very pronounced recovery in this market recently. The most encouraging feature to the local oak market is the fact that despite the reduction in the volume of shipment, prices have not suffered to the extent of other woods which have undergone a similar depression. Quartered white oak, however, is not maintaining its values so well as other items in the oak list, and in some quarters fear is felt that should the car situation suddenly right itself, the entire oak list will be due for a setback. The face of the demand assumes greater proportions as the facilities for shipping decrease. Dry ash stocks are reported quite badly depleted in numerous places in this section; the call is quite urgent, with little likelihood of any decided relief in the near future. As is usual at this season of the year, those hardwoods entering largely into interior trimwork are finding the most ready market.

===-≺ INDIANAPOLIS >=

The excitement incidental to a national and state election has had no depressing effect on the hardwood trade in this city and throughout central Indiana, and although the trade is glad it is all over, business has been going on about as usual. Hardwood trade has been good during the last two weeks, and a spirit of optimism prevails for the future. It is the general belief that the demand will be good all winter and timber is being bought accordingly.

Large quantities of logs are being shipped into Indianapolis despite car shortage conditions, and even more would be arriving if transportation conditions were normal. Top prices are being paid, and the supplies at the mills are large.

A shortage of labor is being felt throughout the lumber industry, and the same complaint is being heard from the building trades. High wages are paid in order to induce first-class workmen to remain. Despite the high wages, however, there is considerable shifting at the mills.

Conditions among furniture manufacturers are excellent. It is not unusual to hear that some manufacturer has refused orders, having all the orders that can be filled before furniture styles change. Veneer manufacturers continue to operate their plants to capacity.

=≺ EVANSVILLE >----

Trade with the hardwood lumber manufacturers in southern Indiana, southern Illinois and western Kentucky remains steady, as it has for several weeks past and manufacturers say that they can see nothing discouraging in the outlook. Things have been moving along nicely since the election and business has become more settled. Most of the up-town mills in Evansville continue to run on full time and they have been receiving a good many orders and inquiries during the past few weeks. The river mills are not being run on full time, but have been getting a very nice line of business for some time past. Manufacturers here report that they can not recall a time when there was a greater scarcity of labor. The various free state labor bureaus have been unable to fill the

demand for labor for the past several months. Sawmill owners say that it is hard to pick up good men who are fit for the work to which they are assigned. Lumber prices are holding firm with no indication that there will be any reduction during the coming winter. There is a good demand for all the best grades of hardwood lumber. Quartered white oak remains strong. Taking this year as a whole, it has brought in a larger volume of business than last year. Logs are coming in rapidly and many manufacturers say they now have enough logs on hand to run their plants all winter. Prices on logs are higher than they were this time last year. The various wood consuming plants in Evansville and at Jasper, Ind., Tell City, Ind., Henderson, Ky., and Owensboro, Ky., in the main, are being operated on time. Furniture factories continue to buy a great deal of gum in this market, more gum being used in the making of furniture than in former years. Collections are reported good. Plow factories are busy and veneer manufacturers expect a busy winter. Yellow pine dealers say prices are advancing and the market is strong. Building operations remain quite active. Sash and door men and planing mill men report a steady trade.

=≺ LOUISVILLE >=

Things are coming satisfactorily with Louisville hardwood dealers, who report market conditions in excellent shape at the present time. With the exception of the delays in shipping, due to the car shortage, everything is in good shape, with prices well in line, and giving every indica-tion of going higher. Gum continues to be the best seller, while the demand for red and white oak, in plain and quartered stock has picked up materially. All grades of poplar have shown improvement, there being a good demand for thick stock and box boards. Ash, elm, hickory, cottonwood, walnut and mahogany are all getting a good play, ash and elm continuing to sell from the saw, and the demand for cottonwood being greater than the available supply. The veneer plants are handling capacity business, and report the demand to be greater than the supply in mahogany. Furniture factories and talking machine cabinet manufacturers are buying heavily of the better grades, and buyers who in the past have purchased cheap grade veneers have been forced to buy quality production, due to the fact that manufacturers of cheap grades are over-loaded with orders and unable to supply the demand. The scarcity of labor is causing some of the plants a great deal of trouble securing sawyers, and there is a general scarcity of cabinet makers all over the Central West. Business already handled this month has shown a large gain over November of 1915.

-----≺ ST. LOUIS >--

A fairly satisfactory condition prevails in hardwoods. There have been but few receipts from the mills because of the continued scarcity of cars. Local distributors are getting quite a few orders on this account, and while the orders are small the aggregate is fairly good. These are for immediate needs. All grades of gum are in excellent demand and prices on all items are quite firm. There is an active request for ash and prices obtained for this item are firm. Poplar is in fair movement at good prices. A quietness prevails in the oak market and the demand is rather light. The future prospects, however, are quite good. The cypress situation shows little change.

---≺ MILWAUKEE >-=

The hardwood market is experiencing brisk business and orders are plentiful. The weather has been favorable for building operations. Activities at lumber manufacturing plants continue. It is merely a matter of obtaining sufficient help to produce either the raw or finished lumber and also cars to move the same, as there are sufficient orders for everybody.

Although woodworking concerns begin to decrease their orders at this season usually, with the approach of the end of the year and the annual inventory time, the decrease has not been very noticeable thus far this year. All these concerns are rushed with orders and are having trouble enough with the labor and car shortage to take a chance and run out of raw material. For this reason they are buying heavier than usual. Then, too, everything points to a higher market without much chance for a drop for some time. Buyers realize that they can save money by taking in stocks now. In fact, basswood and birch have already advanced a dollar, while other kinds of wood are very firm.

Most of the lumber concerns of the upper section have already put their logging operations under way. This season promises to bring about very extensive logging operations, probably as large as ever before. Prices are such as to encourage the manufacturers, who are making every effort to put in as many logs as possible and derive some benefit from the present market condition. There is practically only the labor shortage to consider as limiting the logging work.

One of the principal activities in the hardwood market in this vicinity to center the attention of lumbermen is the announcement of the Chicago, Milwaukee & St. Paul Railway Company that the West Milwaukee car shops will begin assembling material for the construction of 1,250 coal and ore cars. A recent order for 1,066 new box cars is keeping the shops operating at full capacity so as to complete the work by January 1, and get started on the new order. About half of the old order has been completed. The new coal and ore cars will be of wood and steel and be of the most modern design of any cars used by American railways.

Writing Us Last Month

The general manager of one of the largest Arkansas operations said in regard to our Inspectors:

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"Their practice of incorporating in their reports exactly what they have found, and of furnishing us copies directing our attention to those conditions which require correction, suggesting ways and means of remedying them at a MINI-MUM COST—together with the Bulletins and Special Letters sent out by your office offering suggestions along lines that have been found practicable and effective by others for FIRE PREVENTION, have enabled us to greatly improve our own service."

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You will secure the benefits of this service during the most hazardous part of the year, when fires are most frequent and losses heaviest. A representative will visit you promptly if you will wire or write

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One Million Dollars

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and there remains to the credit of members over

Nine Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

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KANSAS CITY, MO.

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MACHINERY FOR SALE

FOR SALE COMPLETE SAWMILL

Fay & Egan 6' Band Mill with 8" steam feed, Allis-Chalmers heavy carriage, 72x18 boiler with heater and pump, 75 H. P. Houston-Stanwood & Gamble engine, log haul-up with cable, log turner with chains, Sinker-Davis side edger. Sturtevant fan with complete new sawdust blowpipe system, with all necessary fittings, piping, valves. extra band saws, shafting and pulleys. The price on same is \$3500 net cash, F. O. B. Cincinnati, and can be seen at the FREIBURG LUMBER CO., Cincinnati, O.

FOR SALE-LOG LOADER

One standard gauge Decker steam log loader in A1 condition, at a bargain price. JOHN S. OWEN LUMBER CO., Owen, Wis.

For sale complete woodworking machinery outfit for the manufacturing of stepladders, also complete machinery outfit for furniture manufacturing. Send for list. Address B. G. DEER-ICKS, 4059 St. Clair Ave., Cleveland, O.

FLOUR MILL MACHINERY

Forty Bbl. roller process, in good condition, never run much. Will sell, or exchange for planing mill

D. C. SHIREY & SON, Youngstown, Pa.

BUSINESS OPPORTUNITIES

WANTS MISSISSIPPI GUM

Hardwood concern desires to handle the output of a Mississippi mill sawing annually two to three million feet of Gum.

Address "BOX 119," care HARDWOOD RECORD.

LUMBER FOR SALE

THIN QTD. WHITE OAK LUMBER FOR SALE

4 cars $^{\circ}\zeta$ and $^{\circ}_{4}$ quarter sawn white oak veneer backing boards, FAS and select grade, 6''to 14" wide, mostly 8" to 11" wide, 10' to 16'

WILLIAMSON-KUNY MILL & LUMBER CO., Mound City, Illinois.

LUMBER WANTED

WANTED 10/4 NO. 1

Common and better hickory, to be shipped green from the saw. Will send inspector to load, where quantity justifies, and pay cash. Can use unlimited amount. Address,

LOVE, BOYD & CO., Nashville, Tenn.

DIMENSION STOCK FOR SALE

FOR SALE-ASH SQUARES

12,000 feet 1%x1%'', 28'' and 32'' long. 77 pieces 5x5''; 178 pieces 4x4''; 1,560 pieces 3x3", all 8 feet and up long.

Also 16,000 feet 11/2 x11/2" and 2x2", 30" and 36" long, slightly discolored by water.

All of the above is clear stock, free from centers.

S. K. TAYLOR LUMBER CO., Mobile, Ala.

FOR SALE

1 car 2x2-24, 36 & 48" clear Sap Gum Squares.

1 car 2x2-24, 36 & 48" clear Oak Squares. Can make prompt shipment and also cut other lengths. Write for delivered prices.

PROBST LUMBER CO., Cincinnati, O.

VENEERS FOR SALE

FOR SALE

150 M' 1/20 quarter sawn white oak veneer, select common grade, good figure, 6" to 14" wide, largely 8" to 11" wide, 10' to 16' long.
WILLIAMSON-KUNY MILL & LUMBER CO.,
Mound City, Illinois.

MISCELLANEOUS

WANTED TO BUY CARLOTS

Hardwood sawdust, must be dry and clean, free from chips or shavings. State from what kind of lumber this is made and price per ton your mill, and how you load it.

Also in market for softwood dust. Address "BOX 111," care HARDWOOD RECORD.

Timberland Loans

Loans to lumbermen or timber owners negotiated with the precision of practice which results from 36 years experience.

Long or short terms. Amounts from \$50,000 up, as conditions warrant.

332 South Michigan Avenue, Chicago

HARDWOODS FOR SALE

LUMBER

ASH

FAS 4/4" & 6/4"; No. 1 C. 4/4 & 6/4", all bone dry. BAKER-MATTHEWS MANUFACTURING CO., Sikeston, Mo.
NO. 1 C. & BTR., 6-4", about 75% FAS. 25% No. 1 C. BLISS-COOK OAK COMPANY, Blissville, Ark.
FAS 3/8, 1/2 & 5/8"; LOG RUN. black, 4/4".
HOFFMAN BROS. COMPANY, Fort Wayne, Ind

HOFFMAN BRUS. COMPANT, 1 or 1. Ind.
Ind.
FAS 6/4" to 12/4" reg. wdth., 8 to 16', 4 mos.
dry; NO. 1 C. 5/4" to 16-4", reg. wdth. & 1gth., 4 mos. dry; NO. 2 C. 4/4", reg. wdth. & 1gth.
4 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.
LOG RUN 4/4 to 16/4". SOUTHERN PINE
LUMBER CO., Texarkana, Tex.
NO. 1 C. 5/8", reg. wdth. and 1gth., bone dry.
SWAIN-ROACH LUMBER CO., Seymour, Ind.

BASSWOOD

NO. 2 C. 4/4". 1 yr. dry. G. ELIAS & BRO., INC., Buffalo. N. Y. COM. & BTR., white. 5/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind. LOG RUN NO. 2 C. & BTR., 4/4". W. R. WILLETT LUMBER CO., Louisville, Ky. NO. 2 C. & BTR., 4/4 & 5/4", 4" & up, 4 to 16', 10 mos. dry; NO. 1 & BTR., 4/4", 9%" & up, av. 12", 8 to 16', 60% 14 & 16', 10 mos dry. RICE LAKE LUMBER CO., Rice Lake, Wis.

BEECH

NO. 1 C. 5/4", 1 yr. dry. G. ELIAS & BRO., Inc., Buffalo, N. Y.

NO. 2 & BTR. 6/4": NO. 3 C. 6/4". R. HANON & SONS, Grayling, Mich.

CHERRY

NO. 1 C. 6/4", 10 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
COM. & BTR. 4/4". HOFFMAN BROS.
COMPANY, Fort Wayne, Ind.
FAS 4/4", reg. wdth., 50% 14 & 16', 1 yr. dry.
LITTLE RIVER LUMBER CO., Townsend, Tenn.

FAS 4/4", 10" & wider; LOG RUN 4/4". WOOD MOSAIC COMPANY, New Albany, Ind.

FAS 4/4 to 8/4", 6" & up, standard lgth., 2 yrs, dry; NO. 1 C. 4/4 to 8/4", 4" & up standard lgth., 2 yrs, dry. YEAGER LUMBER CO., Buffalo, N. Y.

BIRCH

NO. 1 C. white, 4/4", good wdths., 50% 14 & 16', 2 yrs, dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS & NO. 1 C., unsel., 4/4". GEO. D. GRIF-FITH & CO., Chicago, Ill.

NO. 3 C. 6/4". R. HANSON & SONS, Gray-ling, Mich.

NO.2 C. 4/4", reg. wdth., 50% 14 & 16', 6 mos. dry. LITTLE RIVER LUMBER CO., Townsend, Tenn.

send, Tenn.

NO. 1 C. & BTR., red, 4/4 to 8/4", 5" & up, 6' & longer, 50% 14 & 16', 10 mos. dry; NO. 2 C. & BTR., unsel., 4/4 to 8/4", 4" & up, 4' & lgr., 35% 14 & 16', 10 mos dry; 1 & 2 FACE STRIPS, 4/4", 4" & up, 6 & 8', 60% 8' lgths., 10 mos. dry; 1 & 2 FACE STRIPS, 4/4", 5" & up, 6 to 16', 10 mos. dry; RICE LAKE LUMBER CO., Rice Lake, Wis.

FAS, red, 4/4 to 8/4", 6" & up. standard lgth., yrs. dry. YEAGER LUMBER CO., Buffalo,

CHESTNUT

SOUND WORMY 6/4". GEO. D. GRIFFITH & CO., Chicago, Ill.

NO. 3 C. 8/4", reg. wdth., 50% 14 & 16', 8 mos. cy. LITTLE RIVER LUMBER CO., Townsend, Tenn.

NO. 3 C. 4/4 & 5/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

COTTONWOOD

FAS 4/4", reg. wdth. & lgth., 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

LOG RUN 4/4", reg. wdth. and 1gth., 2 to 6 mos. dry. SWAIN ROACH LUMBER CO., Seymour, Ind.

CYPRESS

FAS 8/4", bone dry; SELECT 8/4", bone dry, BAKER-MATTHEWS MANUFACTURING CO., Sikeston, Mo.

NO. 1 C. 8/4". BL PANY, Blissville, Ark. BLISS-COOK OAK COM-

ELM—SOFT

LOG RUN 4/4", reg. wdth. and lgth., dry. WAIN-ROACH LUMBER CO., Seymour, Ind.

ELM—ROCK

NO. 1 C. & BTR. 12'4", 10 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

GUM—SAP

NO.1 C.5/4": NO.2 C.4/4". GEO. D. GRIF-FITH & CO., Chicago, Ill. NO.1 C.5/4", reg. wdth. & lgth.. 10 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

NO.1 C. & NO.2 C. 4/4", reg. wdth. and lgth., 4 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

GUM—PLAIN RED

FAS 4/4", reg. wdth. and lgth., 6 mos dry. PENROD, JURDON & McCOWEN, Memphis, Tenn.

FAS & NO. 1 C. 4/4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

GUM—QUARTERED RED

COM. & BTR. 4/4", ran. wdth. and lgth., 8/12 mos. dry, sliced boards highly figured. LOUIS-VILLE VENEER MILLS, Louisville, Ky. FAS 4/4 & 5/4", reg. wdth. and lgth., 5 mos. dry; FAS 8/4", reg. wdth. and lgth., 6 mos dry; NO. 1 C. 4/4", reg. wdth. and lgth., 10 mos. dry; NO. 1 C. 6/4", reg. wdth. and lgth., 1 yr. dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

HEMLOCK

NO. 3 C. 4/4"; MERCH. 2x4" & wider, 18' and longer. R. HANSON & SONS, Grayling, Mich.

HICKORY

NO. 1 C. 8/4", 4" & wdr., 2 yrs. dry. 'BLAKE-SLEE, PERRIN & DARLING, Buffalo, N. Y. FAS & NO. 1 C. 4/4 to 8/4", 4" & up, standard lgth., 2 yrs, dry, YEAGER LUMBER CO., Buffalo, N. Y.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, all 1/2 to 16/4", plain and figured, Mexican and African, HUDDLESTON-MARSH MAHOGANY COMPANY, Chicago, Ill.

MAPLE—HARD

NO. 1 C. 4/4, 5/4, 6/4 & \$/4", good wdth., 50%, 14 & 16', 2 yrs. dry. ATLANTIC LUMBER COMPANY, Buffalo, N. Y. NO. 1 C. 4/4 to 16/4", 4" & wdr., 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo,

N.Y.

NO. 1 C. 12/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 3 C. 8/4". R. HANSON & SONS, Grayling, Mich.

FAS 3/8". COM. & BTR. 4/4". HOFFMAN

FAS 3/8". COM. & BTR. 4/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

OAK-PLAIN RED

NO. 1 C. & BTR. 12/4", bone dry. BAKER-MATTHEWS MFG. CO., Sikeston, Mo. NO. 1 C. 6/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
FAS 5/8"; FAS 5/4", 11" & up. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
FAS 4/4", reg. wdth. & 1gth., 5 mos. dry; NO. 1 C., 4/4", 25% 10" & up. 65% 14 to 16', 5 mos. dry; NO. 2 C. 4/4", reg. wdth., 50% 14 to 16', 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.
FAS 5/8 & 3/4", reg. wdth. and 1gth., 8 mos. & better dry. NICKEY BEOS., INC., Memphis, Tenn.

FAS 4/4", reg. wdth. and lgth., 8 mos. dry; NO. 1 C, 4/4", reg. wdth. and lgth., 10 mos. dry; NO. 2 C. 4/4", reg. wdth. and lgth., 6 mos. dry. l'ENROD, JURDEN & McCOWEN, Memphis,

FAS, NO. 1 C. & NO. 2 C., all 4/4". SOUTH-ERN PINE LUMBER CO., Texarkana, Tex.

FAS 4/4", reg. wdth. and lgth. 8 mos. dry; NO. 1 C. & NO. 2 C. 4/4, reg. wdth. and lgth., 10 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

LOG RUN 4/4", reg. wdth. and lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind. NO. 2 C. & BTR. 3/4 to 8/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

FAS 4/4 to 16/4", 6" & up wide, standard lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS 4/4", reg. wdth. and lgth., 8 mos. and over dry. NICKEY BROS., INC., Memphis, Tenn.

OAK-PLAIN WHITE

NO. 1 C. 4/4", good wdths., 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4", bone dry. BAKER-MATTHEWS MFG. CO., Sikeston, Mo. NO. 1 C., 8/4 & 12/4", 4" & wdr. 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4", 9" & wdr., bone dry. BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C., 4/4", 25% 10" and wdr., 60% 14-16°, 5 mos. dry; NO. 2 C., 4/4" reg. wdth., 55% 14-16', 3 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

NO. 1 C. 4/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, NO. 1 C., & NO. 2 C. all 4/4", reg. wdth. and lgth., 6 mos. dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

FAS, No. 1 C. & NO. 2 C. all 4/4". SOUTH-ERN PINE LUMBER CO., Texarkana, Tex. FAS 4/4", reg. wdth. and lgth., 8 mos. dry, NO. 1 C. & NO. 2 C. 4/4", reg. wdth. and lgth., 10 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

Houston, Tex.

LOG RUN 4/4", reg. wdth. and lgth., dry.
SWAIN-ROACH LUMBER CO., Seymour, Ind.
NO. 2 C. & BTR. 4/4 to 8/4". W. R. WILLETT LUMBER CO., Louisville, Ky.
FAS 4/4 to 6x6", 6" & up, standard lgth., 2
yrs. dry. YEAGER LUMBER CO., Buffalo,
N. Y.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

HARDWOODS FOR SALE

OAK-QUARTERED WHITE

STRIPS, 4/4", 2-5", 10 to 16', 1 yr. dry. EVANSVILLE VENEER COMPANY, Evans-

EVANSVILLE VENEER COMPANY, Evansville, Ind.

FAS 4/4 to 8/4". HOFFMAN BROS. COMPANY, Fort Wayne. Ind.

FAS 3/8, 5/8" & 3/4", reg. wdth. and lgth., 1 yr. dry; NO. 1 C. 1/2", reg. wdth. and lgth., 1 yr. dry; NO. 1 C. 4/4", reg. wdth. and lgth., 8 mos. and over dry; CLEAR STRIPS 4/4". 2½-3½". reg. lgth., 8 mos. and over dry; SAP STRIPS 4/4", 2½-3½" and 4-4½". reg. lgth., 8 mos. and over dry; NO. 1 C. STRIPS 4/4", 1½-2" and 2½-3½", reg. lgth., 8 mos. and over dry; NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C., 4/4;, reg. wdth. and lgth., 6 mos. dry. PENROD, JURDEN & MCCOWEN, Memphis, Tenn.

FAS & NO. 1 C., 4/4; SOUTHERN PINE

phis, Tenn.
FAS & NO. 1 C., 4/4; SOUTHERN PINE LUMBER CO., Texarkana, Tex.
NO. 1 C & NO. 2 C., 4/4", reg. wdth. and lgth., 1 year dry. SOUTH TEXAS LUMBER CO., Houston, Tex.
FAS & NO. 2 C., 4/4;, reg. wdth. and lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

TAS & NO. 2 ... dry. SWAIN-ROACH LUMBER mour, Ind. NO. 3 C., 4/4 to 6/4"; CLEAR & COM. STRIPS, 4/4 & 5/5". W. R. WILLETT LBR. CO., Louisville, Ky.

NO. 2 C, 5/4", reg. wdth.. 50% 14 & 16. 8 mos. cy. LITTLE RIVER LBR. CO., Townsend, dry. Tenn.

PINE

MERCH, Norway, \$/"4: NO. 4 C., white, 4/4". R. HANSON & SONS, Grayling, Mich.

POPLAR

NO. 1 C., 4/4", good wdth., 50% 14 & 16', 2 yrs, dry. ATLANTIC RUBBER CO., Buffalo, N. Y.

NO. 1 C., 4/4", good wdth., 50% 14 & 16', 2 yrs. dry. ATLANTIC RUBBER CO., Buffalo. N. Y.

FAS %", COM. & BTR., 4/4". HOFFMAN BROS. COMPANY. Fort Wayne.

FAS 4/4, 5/4 & 6/4", reg. wdth., 60% 14 & 16', kiln-dried; NO. 1 & PANEL 4/4", 18-23", 60% 14 & 16', 8 mos. dry. Little RIVER LBR. CO., Townsend. Tenn.

COM. & BTR. % to 4/4", ran. wdth. and Igth. 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 12" & up. 50% 14 & 16', 8 mos. dry; SAP & SEL. 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL. 4/4", 50% 14 & 16', 8 mos. dry; NO. 1 C. 4/4 & 5/4', 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 18' to 36", reg. wdth., dry. SWAIN-ROACH LBR. CO., Seymour, Ind. NO. 3 C. & BTR., % to 16/4". W. R. WILLETT LBR. CO., Louisville, Ky.

FAS 6/4, 8/4 & 12/4"; SAP & SELECT %, 6/4 & 8/4"; NO. 1 C. 5/8, 4/4 & 8/4". WOOD-MOSAIC COMPANY, New Albany, Ind.

SPRUCE

MERCH. 4/4" & 2x6". R. HANSON & SONS. Grayling, Mich.

SYCAMORE

LOG RUN, M. C. O., 4/4", reg. wdth., 50% 14 to 16', 6 mos. dry. LIBERTY HARDWOOD LBR. CO., Big Creek, Tex.
LOG RUN, PL. & QTD., 4/4", reg. wdth. and lgth., 2 mos. dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

WALNUT

COM. & BTR. 4/4 to 6/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind. FAS & NO. 1 C. 5/8 to 8/4". very dry. HUDDLESTON MARSH MAHOGANY CO., Chicago, Ill.

COM. & BTR. 4/4", ran. wdth. and 1gth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 2 C. & BTR. 5/4, 6/4 & 8/4", reg. wdth. and 1gth., 1 yr. and over dry. NICKEY BROS., INC., Memphis, Tenn.

NO 1 C. 4/4 & 5/4"; No. 2 C. 4/4 & 5/4". WOOD-MOSAIC COMPANY, New Albany, Ind. FAS, NO. 1 C. & NO. 2 C., 4/4" & heavier in all grades. PICKREL WALNUT CO., St. Louis, Mo.

MISCELLANEOUS

SCOOTS, hardwood, 6/4": SHINGLES, sound atts, 16" long. R. HANSON & SONS, Gray-

FLOORING

BEECH

CLEAR 13/16x24": SELECT 13/16x24". THE T. WILCE COMPANY, Chicago, Ill.

BIRCH

NO. 1 13/16x2¹4", matched. KE HANSON FLG. CO., Grayling, Mich. KERRY &

MAPLE

NO. 1, 13/16x31¼", matched: NO. 1, 1½x2½", matched; PRIME, 13/16x4" and 1½x4", matched; PRIME, 13/16x3½", jointed; CLEAR; 2, x2½", matched. KERRY & HANSON FLG. CO.. Grayling, Mich. SEL. NO. 1, %x1½". THE T. WILCE COMPANY, Chicago, Ill.

OAK

SEL. RED., 13/16x2''; $13/16x1\frac{1}{2}''$; SEL. WHITE, 13/16x2''; $13/16x2\frac{1}{2}''$. THE T. WILCE COMPANY, Chicago, Ill.

VENEER—FACE

GUM—RED

FAS, FIG., sliced, 1/24", 6" & up. 7" & up. kiln-dried; FAS, FIG., sawed, 18", 6" & up. 12' & up. kiln-dried. EVANSVILLE VENEER CO., Evansville, Ind. QTD., FIG'D., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

PLAIN & FIGURED, 1/28 to 1/4". Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK-PLAIN

FAS, red, 1/8", 6 and 7", 14 & 16' kiln-dried; FAS, red, 1/8", 8" & up. 12' & up, kiln-dried. EVANSVILLE VENEER CO., Evansville, Ind. RED and WHITE, sawed, all thicknesses. HOFFMAN BROTHERS CO., Fort Wayne,

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

FAS, white, 1/8", 6 and 7", 10' & up, kilndried; FAS, white, 1/8", 8" & up, 10' & up; FAS, white, 1/20", 6" & up, kilndried; COM., white, 1/20", 6" & up, 6' & up, kilndried; SOM., white, 1/20", 6" & up, 6' & up, kilndried; FAS, BAND-SAWN, white, 7/16", 6" & up, 10 to 16: green; NO. 1 C. BAND-SAWN, white, 7/16", 4" & up, 10 to 16: green; CLEAR STRIPS, BAND-SAWN, white, 7/16", 2-5", 10 to 16: green. EVANSVILLE VENEER COMPANY, Evansville, Ind.

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY. Fort Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

CLEAR, sawed, 1/8" & 3/16", 14 & 16", 14 & 16", kiln-dried; EVANSVILLE VENEER CO., Evansville, Ind.

WALNUT

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
ANY thicknesses, LOUISVILLE VENEER MILLS, Louisville, Ky.
SL. & RTRY. CUT. HUDDLESTON-

MARSH MAHOGANY CO., Chicago, Ill.
ANYTHING in walnut, veneers, pl. & fig.,
rty. and sliced. PICKREL WALNUT COMPANY, St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS & TOPS

ASH

 $3 \ \text{and} \ 5 \ \text{PLY}.$ WISCONSIN SEATING COMPANY, New London, Wis.

BIRCH

STOCK SIZES, 1/4. 5/16 & 3/8", good 18 and 2S. HUDDLESTON-MARSH MAHOG-ANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS. Louisville, Ky.
STOCK SIZES 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON--MARSH MAHOGANY CO., Chicago, III.
PLAIN and FIGURED, 3 and 5 ply. WISCONSIN SEATING COMPANY, New London,

OAK

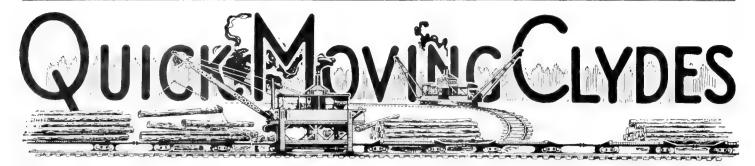
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
PLAIN RED and QTD. RED and WHITE, 3 and 5 ply. WISCONSIN SEATING COMPANY, New London, Wis.

WALNUT

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky. PLAIN and FIGURED, 3 and 5 ply. WISCONSIN SEATING COMPANY, New London,

PLAIN and FIGURED veneers. PENE WALNUT & VEN. CO., Kansas City, Mo.

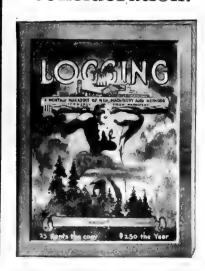




A BONUS-PLAN FOR SKIDDERMEN



is the subject of the leading article in LOGGING for September, '16. It has worked out well and is worth your consideration.



Send for a Sample Copy of this number of LOGGING and judge for yourself whether this or some similar bonus plan might be made applicable to your business.

CLYDE IRON WORKS

Manufacturers of Quick-Moving Clyde Logging Machinery DULUTH, MINNESOTA, U.S.A.



ATKINS SILVER STEEL SAWS are unequalled for fast, hard and difficult service.

SILVER STEEL, our exclusive formula, has proven its superiority to all other steel through years of service. Our experience, reliability and service are back of it. An ATKINS SILVER STEEL SAW is the insurance you need for larger profits—the solution of your Saw troubles, and is well worth your investigation.

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Specify ATKINS and get the Saw Superior

E. C. ATKINS & COMPANY, Inc.

The Silver Steel Saw People

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Canadian Factory, HAMILTON, ONT.

Machine Knife Factory, LANCASTER, N. Y.

Branches carrying complete stocks in the following cities. Address E. C. ATKINS & CO.

ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW ORLEANS, NEW YORK CITY, PORTLAND, ORE. SAN FRANCISCO,

SEATTLE, VANCOUVER, B. C.

SYDNEY, N. S. W. PARIS, FRANCE.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.

VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape in all woods, notably in Mahogany and Quarter-Sawed Qak.

shape, in all woods, notabil in Mahogany and Quarter-Sawed Oak.
We make no two-ply stock, and do not employ sliced cut
quartered oak. Our quartered oak panels are all from sawed
weneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

Bent Work Cannot Be Properly

Produced by the Inexperienced

No other class of panel work demands such exact knowledge—it isn't merely a question of the WILL to do good work but of the EXPERIENCE behind the will.

OUR EXPERIENCE IN THIS LINE IS AS OLD AS OUR COMPANY

WISCONSIN SEATING COMPANY, New London, Wis.

A Prominent Veneer Man says:

¶ "I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory."

The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

¶ Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD,

CHICAGO, ILL.



The Foremost Hardwood Market of the East

Standard Hardwood Lumber Co. OAK, ASH AND CHESTNUT

1075 Clinton Street

T. SULLIVAN & CO.

Hardwoods

Ash and Elm

NIAGARA—CORNER ARTHUR

Atlantic Lumber Company HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK Our Specialty: West Virginia and Pennsylvania Cherry 1055 Seneca Street Taylor & Crate HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years

Rail or Cargo Shipments

Miller, Sturm & Miller

Hardwoods of All Kinds

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G. ELIAS & BRO.

HARDWOODS

White Pine, Yellow Pine, Spruce, Hemleck, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK
940 Elk Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

Buffalo Hardwood Lumber Co.

OUR SPECIALTY
Plain and Quartered Red and White Oak and Ash

940 SENECA STREET

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.

1100 Seneca Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.



NORTHERN MANUFACTURERS

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Iron Mountain, car shipments:

100	\mathbf{M}	ft5/4 No. 1 and 2 Common Maple
50	\mathbf{M}	ft
50	M	ft4/4 No. 1 Common Birch
15	M	ft
15	M	ft
50	\mathbf{M}	ft
22	\mathbf{M}	ft
100	\mathbf{M}	ft 6 ft. Coal Door Lumber

We Can Ship at Once

80M 4/4 No. 3 Com. Basswood 20M 4/4 No. 3 Com. BassWC 20M 5/8 No. 3 Com. Maple 100M 4/4 No. 3 Com. Beech 45M 4/4 No. 3 Com. Birch 18M 5/4 No. 3 Com. Birch

ASK FOR PRICES ROUGH OR WORKED

Our fully equipped planing mill is always running.

JORDAN LUMBER

Manufacturers "IMPERIAL" Maple Flooring EAST JORDAN, MICH.

We Have It

WINTER SAWN WISCONSIN HARDWOODS

4/4 to 8/4 Red Birch 4/4 to 8/4 Unselected Birch 4/4 to 8/4 Plain Birch 4/4 to 6/4 Basswood

4/4 Log run Soft Elm 4/4 No. 3 Soft Elm 4/4 Log run Red Oak 4/4 Log run Hard Maple

Let us quote you prices

RICE LAKE LUMBER COMPANY

Yards and Mills, RICE LAKE, WISCONSIN

"Chief Brand" Maple and Beech Flooring

in $\frac{3}{8}$, $\frac{5}{8}$ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

We are members of the Manie Flooring Manufacturers' Association

We have the following to offer at low prices, for immediate shipment:

2 cars 6/4" No. 1 Com-Btr. Soft Elm. 2 cars 4/4" No. 2 Com-Btr. Northern Michigan Soft Elm. 2 cars 5/4" No. 2 Com-Btr. Bock Elm.

1 car 1x4" one and two face clear Maple Strips. 200M' 4/4" No. 2 Com-Btr. Michigan Hard Maple.

WE ALSO HAVE A FINE ASSORTMENT OF GOOD BIRCH IN ALL THICKNESSES

FOSTER BROS.

WISCONSIN AND MICHIGAN HARDWOODS

Tomahawk, Wis.

"IDEAL" Steel Burnished

Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock, and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send Us Your Inquiries

I. STEPHENSON CO., Trustees Wells, Michigan

"WE ARE GETTING RESULTS"

WRITES ONE ADVERTISER

This Means That He Is Getting

NEW BUSINESS

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

MAKE US PROVE IT

HARDWOOD RECORD, CHICAGO

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefury prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner

of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., Established

55 John St. NEW YORK OFFY Mention This Paper

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- ¶ Service—The performance of labor for the benefit of another.
- ¶ To use only clean, vigorous timber.
- ¶ To manufacture and season the lumber scientifically and with care.
- ¶ To grade sincerely.
- ¶ All—That the manufacturers of furniture, of trim, of agricultural implements, of vehicles, receive such quality as we would ask were we buyers—to serve others as we would be served.

ASH COTTONWOOD ELM GUM

GUM OAK

GUM-CORE STOCK BUILT-UP PANELS DRAWER BOTTOMS

GENERAL OFFICES

Anderson-Tully Company MEMPHIS, TENN.

MILLS: Memphis, Tenn.; Madison, Ark.; Vicksburg, Miss.; Rayville, La.

CHICAGO OFFICE George B. Osgood, Peoples Gas Bldg. GRAND RAPIDS, MICH., OFFICE Frank B. Lane, Houseman Bldg.

Preparedness

We have mobilized for an emergency

It is well that consumers of lumber familiarize themselves with conditions for an emergency.

If So

When the crisis comes and you need dry, well manufactured lumber and need it badly, you are prepared, having familiarized yourselves with the quality and character of lumber produced by

STIMSON MILLS

BROOM HANDLE MACHINERY

Another one of our Broom Handle Specialties—Standard four-saw Splitter, for ripping bolts of any width into broom handle squares. Will rip forty thousand squares per day, and is substantially built throughout.

We manufacture a complete line of Broom Handle Machinery, and are in position to furnish your requirements, even to the design of your plant.

Write us for information about our Lathes, Tumblers, Bolters, Chucking and Boring Machines and in fact anything you require in this line.

Standard Handle

Broom Bolter

Cadillac Machine Co.
Cadillac, Michigan

Wanted to Buy

2 cars 1x4" & wdr. 43 & 46" long plain Red and White Oak, clear 1 face, 2 ends and 2 edges. To be cut from dry lumber, largely 43" lengths.

1 car Clear Dry Oak Squares. 15%x15%—19" long. 2½x2½—19" long.

1 car Clear Dry Oak. 11/8 x11/2—39" long.

1 car Clear Dry Oak. 118x158-3912" long.

2 cars Clear White Oak. 1½x2½—38½″ long. 1½x1½—35½″ long.

2 cars Clear Oak. 1½x2—38″ long. 10% 1½x2½x—30″ long.

PROBST LUMBER CO.

P. O. Drawer 815
CINCINNATI, OHIO



Goodyear Products

BIRCH

Average widths and lengths

4/4 No. 3 ... 8 mos. dry 5/4 No. 3 ... 4 mos. dry 3/4 No. 3 ... 8 mos. dry 5/8 No. 3 ... 8 mos. dry I T will be a special pleasure to show you our Birch and Maple. It is all in the upper grades and particularly high-class stock.

Our attention has been focused on the proper manufacture of this lumber, its careful grading and on being able to assure full thicknesses.

C. A. Goodyear Lumber Co.

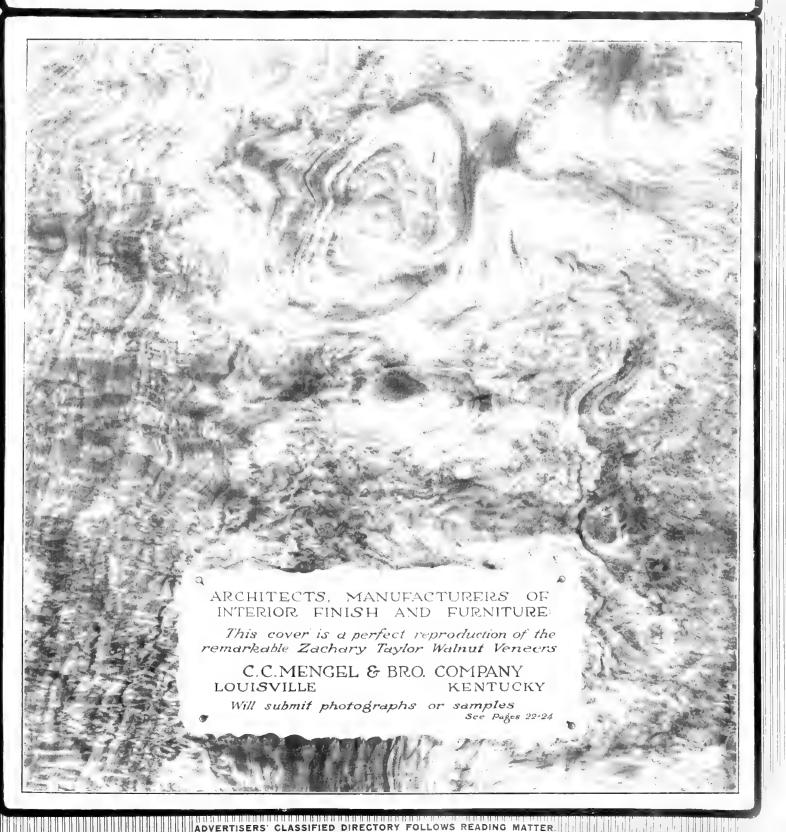
McCormick Building Chicago, Illinois

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Twenty-Second Year Semi-Monthly

CHICAGO, DECEMBER 10, 1916

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—Manufacturers of— **HARDWOODS**

ESTABLISHED 1798

Large and well selected stock for prompt shipment

J. Gibson McIlvain & Company Philadelphia, Pennsylvania

TO THE CONSUMER OF VENEERS:

The quality of your goods is measured not alone by the face veneers you use. They may be of the finest texture, the most beautifully figured, but if your Cores and Crossbanding are not up to standard; if they are warped, unevenly manufactured, not thoroughly dry, your goods may be seemingly perfect when they leave the factory, but in time the ultimate consumer—the Great American Public—will have just cause for complaint-

Backed by a reputation of thirty years, we offer you

ROTARY GUM CORE STOCK, CROSSBANDING, BUILT-UP PANELS and DRAWER BOTTOMS

worthy of the finest furniture and trim

We cut and dry our stock scientifically—crate so staunchly that the goods reach you in perfect condition-furnish you with the only grade we know-Golden Rule Quality.

Grand Rapids, Mich., Office FRANK B. LANE, Houseman Bldg

GEORGE B. OSGOOD, Peoples Gas Bldg. The Anderson-Tully Company

MEMPHIS, TENN.

OUALITY MEANS ECONOMY

MICHIGAN

PAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths

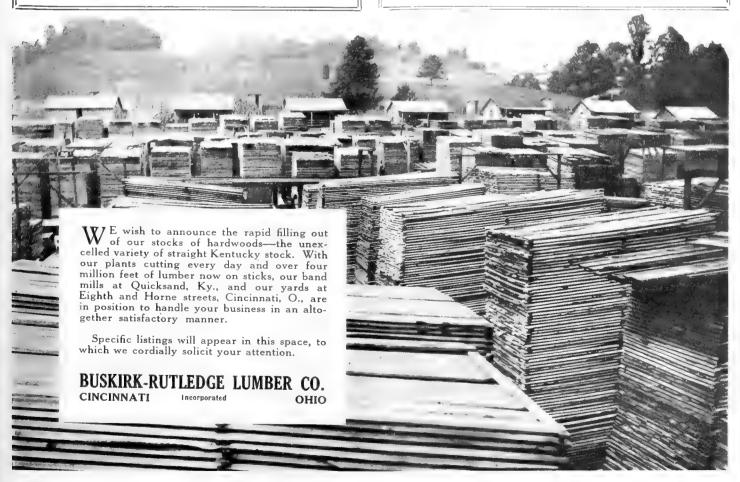
No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan



BAY CITY, MICH.

The Largest Producing Center of Michigan Hardwood

The Kneeland-Bigelow Company

BEECH

200 M ft. of 6/4 No. 3 Common 500 M ft. of 5/4 No. 3 Common

MAPLE

750 M ft. of 5/4 No. 3 Common

"FINEST"

Maple and Beech FLOORING

∴ Michigan ∴ Hardwood Lumber

Write for Prices

W. D. Young & Co.

William Horner

Manufacturer of

"Smoothest"

MAPLE, BEECH & BIRCH

FLOORING

MILLS: Reed City, Mich. Reed City, Mich.

Sole European Sales Agents: TICKLE BELL & CO. Royal Liver Bldg., Liverpool, England

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R.HANSON & SONS
GRAYLING, MICHIGAN

MICHIGAN HARDWOODS

of the kind that make steady customers.

We try to see your side when grading.

White Pine, Norway and Hemlock

SCIENTIFICALLY KILN DRIED

Oak Birch Gum

RED CEDAR MAHOGANY

D. W. Baird Lumber Co.

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PREPAREDNESS

for coming good times will make you SEND US YOUR INQUIRIES FOR

Specialties Oak, Gum, Cypress

CLARENCE BOYLE, Inc.

WHOLESALE LUMBER
LUMBER EXCHANGE BLDG.

Yards at CHICAGO Band Saw Mill
Forest, Miss, CHICAGO Wildsville, La.

J. M. Attley & Company

Southern Hardwoods

OAK, ASH, GUM, MAPLE

Thirty years in business

1209 Lumber Exchange, Chicago

G. W. Jones Lumber Co.

NORTHERN AND SOUTHERN
HARDWOODS

ALWAYS IN THE MARKET FOR DRY STOCK

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Telephone-Randolph 2315

Secure Better Prices

at less selling cost by reaching more customers. Hardwood Record puts you before them All Twice a Month

ASK US ABOUT IT

CHICAGO

History of the

Largest Lumber Centre

in the

World

XI

MUSICAL INSTRUMENTS

More wood is used in the manufacture of musical instruments in Chicago than in any other city of this country. Only one state, New York, makes more instruments than are produced in the single city of Chicago. Massachusetts, famous for its musical instruments, manufactures only two-thirds as many as Chicago. These comparisons are based on the amounts of lumber consumed and not on an actual count of instruments. This industry requires yearly 260,000,000 feet of lumber in the United States. The requirements of certain states are listed below:

State	Feet Yearly
Illinois	68,713,600
New York	58,816,000
Massachusetts	27,463,000
Michigan	12,274,000
Kentucky	8,643,000
Ohio	
Maryland	
Wisconsin	
North Carolina	
Missouri	
Virginia	
Iowa	89,000

The wood demanded yearly by manufacturers of musical instruments in Chicago alone totals 36,913,500 feet. That exceeds 14 per cent of the whole industry in the United States, while Chicago's population is less than three per cent of the whole country. Illinois, of which Chicago is the commercial metropolis, produces more musical instruments than any other state.

Persons who have not investigated the matter would not likely guess what two woods are most largely used in the manufacture of musical instruments. Maple leads all and Chestnut is a close second; but these woods often furnish interior parts and are not visible in the finished instrument. A list of the principal woods going to the piano and organ factories in Illinois is here given:

Wood	Feet	Used	Yearly
Maple		.17,000	.000
Chestnut		.13,290	,000
Elm		, 9,014	000
Yellow poplar			
Qak		. 4,029	
Red gum		. 2,585	
Basswood		. 2,417	
Cottonwood		. 2,161	
Birch		. 2.000	
White pine		1.999	
Mahogany		1.188	
Black walnut		1.019	
Ash			
Hemlock			000
Tupelo		. 120	,000

(See next issue)

TRADE IN CHICAGO

MAISEY & DION

CHICAGO

Kiln Dried and Air Dried

Hardwoods

Utley-Holloway Company

General Offices, 111 W. Washington St.

Manufacturers

Oak, Ash, Cottonwood, Elm, Gum CHICAGO, ILLINOIS

Helena, Arkansas—Kanema, Arkansas

FRED W. UPHAM

JAMES C. WALSH Manager

TELEPHONE CANAL 5772

UPHAM & AGLER

WHOLESALE Hardwood Lumber

Throop Street SOUTH OF TWENTY-SECOND

HEADQUARTERS FOR CHESTNUT AND BIRCH

Geo. D. Griffith & Co.

WHOLESALE HARDWOODS

805 Lumber Exchange Building
Madison & La Salle Sts.
TELEPHONE RANDOLPH 2165

Chicago, Ill.

THE REPORT OF THE PROPERTY OF

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All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Dependable Distributors of Oak H. H. Hitt Lumber Co. Decatur. (See page 35.) a 6 -Carr Lunaber Comp.v.y, Pisgah Forest, Yellow Poplar Lumber Company, Coal Grove. a, b, c W. M. Ritter Lumber Company, Columbus. b i H lacty Lumber Company, Greet lead ARKANSAS ARKANNAS Bliss-Cook Oak Company, Blissville, (See page 50.) Paepoke Leicht Lbr. Co., Blytheville and Helena. (See page —) Criticaden Lumber Company Criticaden Fee-Crayton Hardwood Lumber Co., Dermott. c—J. V. Stimson Hall live of Company, Helena J. H. Bonner & Sons, Heth. (See page 50.) Little Rock Lumber & Manufacturing Company, Little Rock. (See page 8.) Miller Lumber Company, Miriania a Edgar Lumber Company, Wesson. CINCINNATI Bayou Land & Lumber Company C. Crane & Co. (See page 51) a, b—Dubbmeter Brothers & Co. The John Dulweber Company. Hay Lumber Company. Mowbrry & Robinson Company. (See page 12 ... Probst Lumber Company. (See page —.) PENNSYLVANIA ILLINOIS l. H., B. Blanks Lumber Co., Cairo. (See page 14.) a., b. - Dermott Land & Lbr. Co., Chicago. (See page ...) Utley-Holloway Lumber Company, Conway Bidg., Chicago. (See page 5.) Aberdeen Lumber Company, Pittsburgh, Babcock Lumber Company, Pittsburgh. TENNESSEE a, b. J. M. Card Lunter Company, Chall (10.033 Willians Lumber Co., Fayetteville, (See page 48.) c—Bedna Young Lumber Company, Jackson, Johnson City, Lumber & Manufacturing Co., Johnson City, Little River Lumber Company, Townsend. (See page 11.) a. b.—S. Durkholder Lunder Ce. Crawtordsville Hoffman Brothers Company. (See page 14.) c.—Bedha Young Lumber Company. Greensburg Chas. H. Barnaby, Greencastle. (See page 47.) 1. V. Stimson, Huntingburg. (See page 60.) Long-Knight Lumler Co., Indianapolis. Wood-Mosaic Company, New Albany. (See page —.) North Verron Lumber Company, North Verron C. & W. Kramer Company, Richmond. Swain-Roach Lumber Company, Seymour. (See page 51.) a, b, c.—Fullerton-Powell Hardwood Lumber Company, South Bend KNOXVILLE 1 M. Logar, Lumber Company, ... Vestal Lumber & Manufacturing Co. (See page 11) MEMPHIS Anderson-Tully Company. (See page 2.) b. Geo. C. Browt, & Co. Goodland r-Rocerts in Lumber Company. Memphis Band Mill Company. Russe & Burgess, Inc. c. J. V. Stimison Hardwood Company. J. W. Wheeler & Co. a, b-Cyrus C. Shafer Lumber Company, South Bend KENTUCKY a, b, c Arlington Lumber Co., Arlington. (See page 50.) Clearfield Lumber Company, Inc., Clearfield. NASHVILLE Davidson, Hicks & Greene Company. Farris Hardwood Lumber Company. Love, Boyd & Co. John B. Ransom & Co. W. P. Brown & Sons Lumber Co. (See page -.) Churchill-Milton Lumber Company. LEXINGTON b-Kentucky Lumber Company. b, c-Turkey Foot Lumber Company, Inc. TEXAS Liberty Hardwood Lumber Co., Big Creek. (See page 9.) South Texas Lumber Co., Houston. (See page 9.) H. G. Bohlssen Mfg. Co., New Caney. (See page 9.) LOUISIANA The Ferd. Brenner Lumber Company, Alexandria. Colfax Hardwood Lumber Company, Colfax. b., —The Hyde Lumber Company, Lake Providence. Climax Lumber Company, St. Landry. Thistlethwaite Lumber Co., Ltd., Washington. Mansfield Hardwood Lumber Company, Winnfield. VIRGINIA c-U. S. Spruce Lumber Company, Marion, WEST VIRGINIA b, c—The Alton Lumber Company, Buckhannon, a, c—West Virginia Timber Company, Charleston. Pardee & Curtin Lumber Company, Clarksburg. Bluestone Land & Lumber Co., G Irdner, C. L. Ritter Lumber Company, Huntington. Rockcastle Lumber Company, Huntington. Clay Lumber Company, Middle Fork. The Parkersburg Mill Company, Parkersburg. a, b, c—The Meadow River Lumber Company, Rainelle. b, c—Warn Lumber Corporation, Raywood. American Column & Lumber Co., St. Albans. MISSISSIPPI b—Alexander Bros., Belzoni. (See page 8.) b—Lamb-Fish Lumber Co., Charleston. (See page 49.) Paepcke Leicht Lumber Co., Greenville. (See page —.) Issaquena Lumber Company, Issaquena. Mississippi Lumber Company, Quitman. b. c—Tailahatchie Lumber Company, Philipp. Carrier Lumber & Manufacturing Company, Sardis. MISSOURI MISSOURI a, b, c—M. E. Leming Lumber Company, Cape Girardeau. Long-Bell Lumber Company, Hdwd. Dept., Kansas City, Mo. a, b, c—Tschudy Lumber Company, Kansas City, b, c—Galloway-Pease Co., Poplar Bluff. Baker-Matthews Manufacturing Co., Sikeston. (See page 14) ST. LOUIS C—Arkla Lumber & Manufacturing Company, St. Louis. J. A. Holmes Lumber Company. a, b, c Chas. F. Luchtmann Hardwood Lumber Company. a, b, c—Thos. E. Powe Lumber Company. WISCONSIN a, c-Racine Lumber & Manufacturing Company, Racine. a—Manufacturer of Implement Stock. b—Manufacturer of Car Material. c—Manufacturer of Factory Dimension. Firms in Heavy Type Have Individual Ads on Pages Designated.

Kiln Dried

1" Plain Oak Either Red or White

National Certificate of Inspection furnished — the measurement and inspection being made after the Stock has been kiln dried.

Tennessee Oak Flooring Co.

Nov.	15th,	1916	F	O. B.	Belzoni	В	ELZONI,	MISS
	,				WHITE OA		,	
			FA		No. 1		No. 2 C	0.00
4/4				٥.	NO. 1	Com.		\$20.00
			37,200	\$70.00	71,000	\$40.00	5,000	22.00
				72.00	8,000	42.00	3,110	22.00
				72.00	8,000	42.00		24.00
			8,800	74.00	29,000	44 00	18,500	
10/4	104				5,000	45.00		
4/4	10" up.,		22,800		17,000			
8/4	10" up		2,000					
4/4			110,000	35.00	75,000	22.00	2" to 4" B	SND
4/4 .			10,000	50.00			4" to 51/4" 2" to 4" B	BSND
				40.00			2" to 4" B	SND
6/4					500		2" to 4" B	SND
				RTEREL	RED OAK			
3/4 .					8,000	25.00	3,000	18.00
					5.500	32.00	51,500	20.00
			27,500	53.00	87,500	32.00	32,500	22.00
			=1,000		52,100	32.00	17,000	22.00
7/4			3,000	55.00	2,000	32.00		
8/4			0,000					• • • • •
5/4	10" 115		24,500	60.00	16,500	35.00	* * * * *	****
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				35.00	50,200	20.00	2" to 4" B	SND
4 4 .			13,000	45 00		****	4" to 51/2"	BSND
5,4			7,000	36.00	1,500	20.00	2" to 4" B	SND
				AIN WE				
4'4.			500	45.00	5,000	22.00		
			300	45.00	1,200	22.00	500	12.00
6/4 .			300	45.00	1,200	22.00	300	12.00
			P	LAIN R				
4/4			5,800	45.00	8,000	22.00	5,000	12.00
			3,800	45.00	6.500	22 00	0,000	
· / - ·		Tr.	IGURED		ERED RED			
4/4			31,200	60.00	13,000	40.00		
6/4 .			1,800	62.00	20,000	30.00		
			27,000	65.00	2.500	45.00		
0/2 .				RTERED	RED GUM		****	
4.74								
			400	32.00	300	22.00	****	
					800	22.00	* * * * *	
6/4 .					4,200	24.00		
			8,000	40.00	2,000	30.00		
8/4 .			1,000	42.00	3,000	30.00		
				TERED 1	BLACK GU	M		
4'4 .			44,200	30.00	31,400	22.00		
				SAP (JUM			
4/4 .					4.000	16.00	2,200	13,00
			26,000	22.00	12" and 1		_,	
				26.00	13" to 17	" BOT BO	anda	
				-0.00	35,000	17.50	1.000	14.00
			6,500	22 00	12,500			
						18.00	*****	
					1,500	16.00	15 100	11.00
							15,400	15.00
10/4							17,000	18.00
				EL	M			
6/4 .					separate she		17,000 will accept	13,00

Alexander Brothers

Quality and Grade

Band-Sawed
Qtd. White Oak
4/4 to 8/4
Plain Red Oak
4/4 to 8/4
Plain and
Quartered Red Gum
4/4 to 8/4
Sap Gum
4/4 to 8/4
Ash
4/4 to 20/4
Car Material
In the HEART of

the Best

Arkansas Timber

Long Lengths

We ship as high as 60% 14 and 16 foot.

Good Widths

10% to 15% in Quartered white Oak guaranteed 10" and up. Plain Oak made as wide as is consistent with good manufacturing.

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Our manufacturing cost is 1/3 higher than it would be if we lowered our standard.

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National inspection Guaranteed. Experienced and careful inspectors who ship a straight, reliable even grade.

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D. S. WATROUS, Sec'y-Mgr. Little Rock, Arkansas

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HARDWOOD SPECIALISTS

Lower Peninsula
MICHIGAN MAPLE

A Complete Assortment Cross Piled and End Piled Winter Sawn White

WE SPECIALIZE IN DIMENSION STOCK

JAMES C. COWEN, Chicago Representative

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Stands third in the list of important hardwoods of the state. Conditions of soil and climate in Texas appear to be unusually favorable to the development of this excellent wood. The TREE is large, long-bodied and clear. The LUMBER is wide, runs heavily to the longer, more desirable lengths, and is remarkably high in grade.

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For list of Stocks for Sale by these firms see pages 54-55



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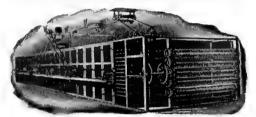
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The Moisture Test Is Worth Money to Veneer Users!

One of the features of Penrod, Jurden & Mc-Cowen Service is the use of the moisture test in our big rotary veneer mill at Helena, Ark. The importance of providing veneers that are not merely dry, but are dried to the exact percentage of moisture content required by the individual user, has resulted in our making hourly tests, with special equipment designed for the purpose in order that we may know that the product is right for each customer. This means that your drying problems are largely taken care of, and that the troubles due to the use of improperly dried material can be largely eliminated in your factory.

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system of manufacturing, and get rotary stock that is "made to order," and is produced exactly according to your special requirements? A test of our facilities is the best proof that we have something out of the ordinary to offer.

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Penrod, Jurden & McCowen

General Office, Memphis, Tenn.





The Soft Textured Woods of This Region Have Never Been Surpassed

Impartial Observers Praise East Tennessee Hardwoods

IT is the unvarying opinion of fair-minded hardwood manufacturers and of well-schooled consumers familiar with the country's hardwood supply that the hardwoods of the great East Tennessee mountain region have never been surpassed even by the most widely acclaimed products of restricted areas.

East Tennessee hardwoods in every one of their great variety of species combine the zealously sought qualities of grade, good dimension, satisfying texture, and variety of figure which in some quarters are represented as being contained only in limited and closely worked regions where "each tree separately, and not the conglomerate forest," is the objective of the sawmill man, but—

The fact that the wonderful East Tennessee quality is embraced in the "forest" rather than in "each tree separately" is a big advantage to the buyer, as he is assured of unvarying supplies of any wood he wants and at all times—he can count on service.

The following firms are the principal manufacturers in this region who will tell you anything you want to know about East Tennessee quality.

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EVEN COLOR SOFT TEXTURE

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CHICAGO



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Isn't the expressiveness of such a gift dependent upon its character, its originality, its very difference which stamps it as a tangible token of your real desire to please?

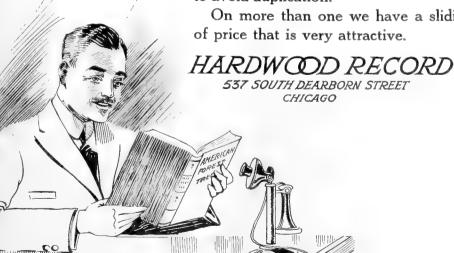
Could that desire be more sincerely expressed than to make your gift have the form of something of definite value and exclusive usefulness?

> Wouldn't it be wise for you to send a copy of American Forest Trees—a strongly-bound. finely printed exposition of every commercial type of American forest growth?

> Written by lumbermen for lumbermen (in the lumbermen's language) this book has, withal, been pronounced by the highest experts as totally above criticism as far as its accuracy and dependability are concerned.

> Send your lists and we will check carefully to avoid duplication.

> On more than one we have a sliding scale









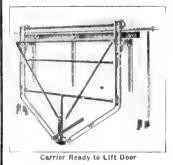
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We have made specialties of Red Gum and Plain Oak.

Buy lumber from men who know lumber





PAWOOD Reco

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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No. 4



Review and Outlook



General Market Conditions

GENERAL SURVEY OF THE MARKET reveals a slight effect from the near approach of fiscal year ends and inventories. Aside from this there has been but little of sufficient bearing to warrant' extended discussion. One of the exceptions is the growing evidence of very much broken mill stocks. Reports up to recently were, for some reason, not taken as showing a permanent trend but the consistency with which the mills are reporting "sold out" on a number of items has seemingly convinced everybody concerned that the condition does not occur in seattered cases but is general.

The oak situation is about the most interesting feature. Just prior to the formation of the oak association there had appeared a condition that directly reversed the relations of certain items. Veneers for a long time led lumber, especially in oak when it was so quiet a short time ago. But the situation changed rather suddenly just before the big oak meeting, and certain types of oak veneers became rather draggy while lumber began to firm up quite nicely. The situation still holds, though the veneer end is not quite so draggy as it was and manufacturers everywhere are showing every confidence in the situation, which feeling seems to have ample justification. In the meantime the dry oak lumber on hand at mills seems to be growing less, and to add further interest to the situation there has already developed a tangible result from the oak association. Of course such situation is purely the result of a moral effect but the possibilities are revealed.

An equally broken northern stock and growing difficulty in manufacturing rather precludes the possibility of any weakening in that quarter. In fact the country over there is a constantly strengthening fabric that promises a consistent support to the hardwood trade.

The New Veneer Section

HARDWOOD RECORD HAS ALWAYS FELT that the purely mechanical end of woodworking in all its departments and phases is well represented in reputable trade papers. It has been equally convinced that administrative heads of all woodworking lines welcome the right kind of information and service equally with the mechanical department. So its policy has been directed in the woodworking departments, in all of its woodworking service, to interest the administrative factors. The success of this effort through the many years it has been carried on, it can only leave to the judgment of the woodworkers themselves, whose often expressed approval has, however, been distinctly encouraging.

Along these same lines the utilization of veneers and panels, and of veneered products, gives a distinctive line of thought as differing from the utilization of solid material. So considering the question in this light and with a realization of the circulation and prestige of the

RECORD among woodworking heads, it has after several months of conscientious planning evolved a scheme as represented in this issue of HARDWOOD RECORD, namely, the Veneer and Panel Section. This department will be maintained almost entirely by practical men, by men competent to handle the administrative problems involved in the handling of veneers and panels, but it wants to get the ideas of everybody—not necessarily special articles or labored literary efforts, but just little suggestions, criticisms, thoughts here and there on this or that point raised, that will be helpful. No one nowadays disputes the contention that the greater the general knowledge in any industry the more profitable will that industry be for everybody engaged in it. The lack of that knowledge has held back lumbering and woodworking many years.

"In knowledge there is power." If your competitor tells you something you don't know, you are made more efficient, and if you tell him something that he has never learned, you have better competition. Improving the character of the competition in your industry will make that industry more profitable to you. Will you help spread the knowledge?

A Big Opportunity Lies Here

THE CALIFORNIA REDWOOD ASSOCIATION has just instituted a new plan for boosting redwood and making the public more familiar with its lumber producing possibilities. The secretary of this association has issued a child's story of the Bigtrees of California designed to instill in the minds of the growing generation the fact that the Bigtrees are useful for lumber and make mighty fine, durable material as well as being scenic, interesting and beautiful as they stand in the woods.

The big point in this campaign is not that redwood will be given a boost, but that it suggests a policy for lumber trade extension and perpetuation which has not been given the attention it merits. The biggest chance for extending and holding lumber's markets lies not in trying to win back fields to which other materials have shown they have at least partial claim, but rather in spreading the knowledge of the true purpose and usefulness, of wood, so that the layman will in the future be able to make an intelligent choice based on knowledge which would be the safest argument against unfairly biased sales talk for

The one big reason why lumber has lost where substitutes have gained is that, being such an old acquaintance, lumber has not presented sufficient novelty to make the public sufficiently interested to learn what it really is, while the so-called substitutes present a new thought and hence the possibility of appeal to the desire for something new. As education is desired the line of least resistance should be followed as closely as possible. As the ultimate object is to perpetuate the industry, obviously the coming generation must be considered with the present generation. As the child's mind is more susceptible to impression than the adult's, the surest way of gaining a broadened view for lumber is to educate those who now are children and who will be the future purchasers. If the children today are taught a sympathy for and understanding of lumber, they will have a genuine respect for this commodity when they have become consumers, and possessing knowledge, will be able to form fair judgments which the present generation with its dearth of knowledge cannot possibly form.

British Sawmill Federation

SAWMILL PROPRIETORS IN GREAT BRITAIN AND IREtand have organized themselves into a federation, corresponding, apparently, to the lumber associations in this country. One of the purposes specified in the announcement is the offering of assistance to the government in formulating an after-war business policy. Another is to secure for sawmills a greater share of the business which of right belongs to them. Two meetings have been held and another will be held soon.

American exporters will watch this movement with interest, for it is something new in the British lumber business. It is not apparent in what way it can benefit American exporters, and it is not intended to benefit them. It is more easily understood how the federation may hurt lumbermen on this side of the Atlantic. For instance, if the mill owners on the other side, when they reach out for more business, should decide to import Japanese oak and saw the lumber themselves, instead of buying American oak lumber, our trade would be hurt. A general policy among them of importing logs instead of lumber where it could be done would have its effect on American exports; but, if it lessened the purchase of our lumber, it might increase the demand for our logs, particularly oak, hickory, and ash.

Clearing the Way for Exports

OPPORTUNITIES SHOULD NOT BE PERMITTED TO GET AWAY FROM US. That is the import of an important paragraph in the message which President Wilson submitted to Congress on December 5, reading as follows:

I shall not argue at length the desirability of giving a freer hand in the matter of combined and concerted effort to those who shall undertake the essential enterprise of building up our export trade. That enterprise will presently, will immediately assume, has indeed already assumed, a magnitude unprecedented in our experience. We have not the necessary instrumentalities for its prosecution; it is deemed to be doubtful whether they could be created upon an adequate scale under our present laws. We should clear away all legal obstacles and create a basis of undoubted law for it which will give freedom without permitting unregulated license. The thing must be done now, because the opportunity is here and may escape us if we hesitate or delay.

It is evident that the Webb bill, or some measure similar to it, was in the president's mind when he wrote the foregoing paragraph. Lumbermen have taken special interest in that bill and did all they could to secure its passage during the late session of Congress. If its terms are embodied in law, the benefit will accrue particularly to exporters of lumber.

Those who have sold lumber in the foreign markets have been handicapped by want of authority to form necessary associations and business combines to contend with overseas trade conditions. There has been fear that to make combines of such a nature might render those engaged in them amenable to the Sherman law. The uncertainty in the matter has had the same effect in deterring efforts to form associations for selling lumber in foreign markets, as if such associations were clearly prohibited by law. It was to clear up the situation and settle the question of right or no right to combine that the president called attention to the matter.

Lumber exporters in this country have found the expense very heavy-when each exporter has sent his own representative abroad. The need of having one agency in foreign fields representing several firms or associations in this country has been long felt. Such a sales campaign could be carried on with greater economy than where several agents are competing for the same business, covering the same territory again and again, and working as competitors instead of acting in a common cause and to the same end.

If the law shall be changed to permit concerted action by exporters who pool their interests, it is believed that lumber exports from the United States will show a great increase and that the exporters, by cutting cost, will realize a higher percentage of profit from their sales.

Lest We Forget

ANGER LURKS IN FORGETFULNESS. That is a lesson pointed out by a late bulletin published by the government and dealing with the disagreeable truth that our forests are being cut at a rapid rate and little is being done toward planting or otherwise providing for the future lumber supply. The region of the southern pine, particularly the longleaf or hard pine, is singled out as an example. That wood is going at a rate which threatens to leave little at the end of thirty-five years, and the efforts to bring on new forests of the same kind of timber is negligible. If exhaustion of the longleaf pine comes, it will leave a gap that no other tree will fill as well; for in addition to the lumber produced, it is this tree, almost exclusively, that furnishes the pitch, tar, turpentine, and rosin which supply the largest part of the world's trade. There is no other visible source from which supplies can come, when the South ceases to produce naval stores.

This is an old story. Many a time has it been pointed out that the American forests are going at a rate faster than they are growing. To keep on repeating it may become as doleful as the warnings of the Hebrew prophet foretelling the destruction of Jerusalem; but how, except by repeated warnings, can the matter be kept before the people? By what other means can the people's memory be continually refreshed on this subject which is of so vital import to the country's future?

There is no reason why southern yellow pine should be pointed to as an awful example, further than that it is a highly important wood and when it is gone it will be missed. All the commercial woods of the country are traveling the same road, though not all so rapidly as yellow pine. No new crisis or danger has come up, calling for a new warning at this time. It is the same old steady progress toward forest depletion that has been with us many years.

What is the use of prophesying and sending out warnings, unless some remedial measure can be offered? The man who operates a sawmill is not going to blow off the steam and shut down to save timber; nobody expects him to, and he ought not. Millmen will continue to saw all the lumber they can sell, so long as they have timber, and that fact might as well be acknowledged at first as at last.

In the government bulletin referred to a sensible remedy is proposed. It is not put forward as a cure-all or as the only means of forest salvation, but as a promise of improvement. It is suggested that the states should have state forests. It is presumed that they can afford to hold the land; and it will not be thrown on the market and the timber cut, merely to meet financial pressure, as is often done when the land belongs to an individual. The cutover land and the unproductive tracts are better in the ownership of the state than in private hands. The state can wait for a new crop of timber to grow; but often a private owner cannot or will not, and he abandons the land to fall a prey to fires, erosion, and over-grazing, which destroy the prospects of a future growth of trees. The state has means to fight fires and expel trespassers, which the individual does not possess, and the growing timber profits accordingly. When the time comes to cut the trees, the state can regulate the operation and leave enough on the ground to assure a future stand; and the individual or company owner does not always do that.

These are some of the suggestions made by the government, speaking in the light of experience, and though they are not new, they are worth consideration.

XX

The Pedigree of a Splendid Tree



If 'blood tells' in human beings, and in the lower animals as well, why should not pedigree count in the vegetable world also?

Take the yellow poplar for an example. This is the finest hardwood tree in the world, if judged by size, form, foliage, bloom, and the wide range of uses in which its wood is employed. In girth of trunk it may not equal the largest hollow sycamores; but it overtops in height all its competitors among American hardwoods; and in grace of form, and in yield of excellent lumber, no hardwood of this country equals it. The oak, which is justly called king of hardwoods if the utilization of its wood is alone considered, must take a back seat when size of trunk is considered, and comparison is made with yellow poplar.

There is ancestry back of this splendid tree. No royal house among the kings of earth has anything to compare with it, not even Menelik of Abyssinia who traces his line back to Solomon When the first white men settled in the United States they made the acquaintance of yellow poplar. They never heard of it before, because it did not grow in Europe. The Virginia Indians called it "vikiok" and made canoes of it.

History goes no farther back than that in its account of the yellow poplar; but that is really the last page of this tree's voluminous and romantic history. Talk of the survival of the fittest. Here is an example of it. Geologists and palaeobotanists (those who study fossil botany) are the yellow poplar's biographers. They have dug its life history out of rocks and clays where its leaves and flowers have lain buried during thousands and millions of years. This tree was in America at a time so remote that in comparison with it, the period covered by human history is as a hand's span to the distance round the world.

The records of geology show that yellow poplar made its appearance on earth during what is known as the cretaceous age. It was after the coal beds were formed, but before the ice age. Coal was formed of palms, ferns, and the like, in vast swamps, as is supposed; but after that the land became dry, and it was then that the hardwoods made their appearance, and formed forests surpassing anything known on earth today. There are about 500 kinds of trees in America north of Mexico now. The number was double some millions of years ago. The magnificent forests of that remote time seem to have sprung into existence all at once. The records in the form of leaf prints in the rocks, show no gradual and slow development; but the forest's full and wonderful richness came suddenly.

Among the earliest of the hardwoods in those forests was yellow poplar—not one solitary species as at present, but sixteen of them, every species apparently being as fine as ours of today, or finer. The climate was warm, and trees which now grow no further north than the United States, then flourished in Greenland. Yellow poplar was in that remote northern land, and its companions were sassafras, red gum, sycamore, bald cypress, and the "big tree" now confined to California. At that remote time yellow poplar grew in Europe where it no longer exists.

The sixteen species which once flourished in America have dwindled to one. Fifteen species perished in a tremendous catastrophe which changed the face of much of the northern hemisphere. It was a winter a million years long, known as the Ice Age. The ice killed every living plant in its path. It pushed from the north down to middle United States, burying everything. A single species of yellow poplar escaped, and that one is with us yet. It was probably growing at that time south of the region of extreme cold, and thus managed to survive, and when the ice sheet finally melted away, the yellow poplar worked its way north again, and reached the southern provinces of 'anada. Some of its former companions, notably red gum, bald cypress and 'big tree,' never succeeded in working their way again as far north as Canada; while the yellow poplar and the California big tree parted company during the Ice Age, never to meet again.

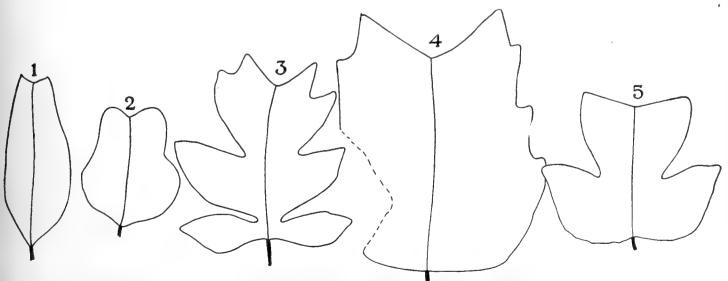
The apex of the yellow poplar leaf has a characteristic notch. The shapes of the leaves of all the species from the earliest till the present, have varied greatly, but the notch has always been there. Among the earliest poplar leaves were some shaped like a peach leaf, except for the notch. Then came the form like a "fiddle," but still the notch was in evidence. There was one which looked somewhat like an oak leaf, with the notch present. Changes followed until the present form was developed.

They not only "come back," but they usually find the "Welcome" sign out when they call on one of their regular customers. That is the kind of salesman worth having on the payroll.

Oysters are trademarked—why not lumber?

California orange growers spend \$300,000 yearly in advertising. If the lumbermen did as well their associations would have \$6,650,000 a year for promotion. Ever try to shovel sand with a teaspoon?

One publication carried \$2,629,000 worth of advertising for automobiles and automobile accessories last year. Why?



YELLOW POPLAR LEAVES OF VARIOUS GEOLOGICAL PERIODS

1-Willow-leaf poplar five million years ago; 2-Fiddle-leaf poplar four million years ago; 3-Oak-leaf poplar three million years ago; 4-Giant-leaf poplar a million years ago; 5-Yellow poplar leaf of the present time.



The Lumberman's Round Table



The Value of a Title

A certain well-known hardwood concern has several vice-presidents. All of the vice-presidents, it happens, are salesmen. This is not to suggest that the company rewards its good men with titles instead of kale, but indicates a belief in the efficacy of the handles in securing an introduction for the boys on the road.

When the buyer reads the card handed in to him by the office boy and notes that instead of plain John Jones, representing the Smith Lumber Company, he is dealing with John Jones, vice-president of the Smith Lumber Company, he thinks more of Mr. Jones and more of the company. Likewise, he is flattered in a subtle kind of way at having a responsible executive of a more or less prominent corporation call on him instead of an ordinary scrub salesman. So he invites Mr. Jones in, asks him when he thinks the war in Europe will end, what his opinion of the present administration at Washington is, and so on. All of this helps some, as far as landing the little old order is concerned.

Incidentally, while they may not admit it, the salesmen who are dubbed vice-presidents don't mind the sensation a bit. It raises them somewhat in their own estimation, gives them a little more confidence, and makes them feel that the buyer has nothing on them, no matter what his position. And when a salesman has a feeling like that, whether he gets it by being given a title or by wearing \$10 shoes and made-to-order shirts, he is hard to stop. As they say on the gridiron, he doesn't know when he is down.

Lumbermen as Lumber Buyers

Some of the big corporations which use a lot of lumber have real, sure-enough lumbermen to handle the buying end, instead of purchasing agents of the old-fashioned type, who buy purely mechanically and leave it to their inspectors to catch the shipper if he doesn't deliver material that is up to grade.

This is not a case of "setting a thief to eatch a thief," or any thing of that sort. On the other hand, it is simply evidence that the wise business men who are piloting these corporations know their business, and realize that when there is a job that requires expert knowledge, it is time to call in an expert.

In one case that is known of, the lumber buyer doesn't wait for salesmen to come to him, but he goes to the mills and looks over the stock and picks out what he wants, in view of the special requirements of his factory. This is a good thing for the lumberman and a good thing for the consumer, because it means that freight isn't going to be paid on a lot of stock that is to be thrown out at the other end of the line.

Lumbermen like to deal with those who are informed, and who understand what they are about. They are not "easy marks," but they expect to pay 100 cents for every dollar's worth of value—and no hardwood shipper wants anything better than that.

The sooner the big corporations learn that buying lumber demands a little more technical knowledge than ability to compare quotations, the better it will be for them.

The Manual Training Schools

HARDWOOD RECORD has commented more than once on the importance of the manual training schools as a field for the consumption of lumber. The average hardwood man, it is true, is apt to regard this as a market too infinitesimal to be worth bothering about, but in the aggregate it is easily comparable with some industries to which a lot of attention is paid.

The secretary of one of the lumber associations, which has been boosting a certain wood to good effect in the past few years, said the other day that he had been greatly surprised at the extent of the manual training field, as indicated by demands for a booklet dealing with the uses of the wood his association is promoting. One of the papers covering the manual training schools used a small item saying that such a booklet was available; and since then the requests for it have come in literally by the hundreds. Some of the instructors who have asked for the booklet have

stated that they use definite amounts of this wood, the average being about 1,000 feet a year. This is not much lumber, it is true; but when the amount is multiplied by a thousand—and there are probably that many institutions cutting up lumber for the purpose of instructing manual training students in cabinet-making and kindred arts—there is seen the respectable total of a million feet of material. And this is but one wood. Practically all the commercial woods are used in the manual training field, and the total consumption probably is between 50,000,000 and 100,000,000 feet a year. This is not much more than a guess, being based on isolated instances which have developed recently, but the figures are near enough to the truth to suggest to the lumberman that he ought to know something about the manual training market.

The business must be handled in most cases in a retail way, but since somebody is getting the trade, directly or indirectly, it might be worth looking into in your own community.

How Much Time?

How much time does the average lumber salesman actually put in every day?

That is, what part of his waking hours does he use in making calls and presenting the proposition of his concern to buyers—and how much in thinking about it and getting ready to do it and dodging the necessity of starting out?

In a lot of cases he can think up a whole pile of excuses in favor of delaying just a little while longer: and most of them, strange to say, are legitimate, to all appearances, at least.

For example, the salesman can assure you that his customers need until 10 o'clock, at least, to open their mail and get started on the day's work. Then, of course, most buyers, it is figured by the conservative solicitor, go to lunch promptly at noon, and don't get back until 2:30 o'clock. And they begin to sign their mail and wind up the day's business at 4:30, so that there are only about four hours during which the salesman can use his time to good advantage.

Then by the time you figure the loss involved in going from one office to another, waiting for a favorable opportunity to see the buyer, and time wasted owing to the prospect being out, it is no wonder that the salesman figures he has done a good day's work if he has seen four or five buyers.

It is refreshing, however, to turn to another type of salesman and learn that there are men who actually start in at 8:30 o'clock and work through until 5:30, with the usual allowance for lunch.

These chaps know that some of the buyers will keep them waiting; they know that some go to lunch early and return late; but they also know that a goodly percentage may be found in their offices at any time between the hours stated, and that it is a good policy just to keep going.

A salesman of that description said recently that he averages ten calls a day, and often sees as many as twelve. He is not a brilliant man, but his volume of business is considerably greater than that of the salesman who is so choosy about the hours he will call that he reduces the number of chances to sell to a minimum.

Dry-Kiln Capacity Growing

Manufacturers are rapidly learning that it is not the stock of lumber on hand that counts, but the capacity of their dry-kilns. Their ability to turn out finished goods is limited definitely by the amount of dry lumber they have available for their machines, and this in turn is fixed by the capacity of the kilns. They know that the latter cannot be crowded and the period required for drying shortened without danger, and hence they are seeing the advisability of adding enough kilns to give them ample capacity in the plant. The dry kiln, in other words, instead of being considered merely an accessory, is now seen to be an integral part of the plant, having a definite relationship to all of its operations. That is why one sees much more space given over to kilns in woodworking plants of every description than would have been considered a reasonable provision as recently as five years ago.



Unique Salesmanship Conference



One hundred men left Merrill, Wis., Sunday night inoculated with that anti-freeze-mixture, enthusiasm.

Never in the palmiest days of lumbermen was there so enthusiastic a meeting as that at the Badger hotel, Merrill, Wis., Friday, Saturday and Sunday, December 8, 9 and 10, held by the Northern Lumbermen's Salesmanship Conference under the auspices of the sales managers committee of the Northern Hemlock and Hardwood Manufacturers' Association.

As a little yeast will leaven the whole mass, and as "pep" breeds "pep," so the success of the meeting was largely due to the sales managers' committee—George C. Robson, Kinzel Lumber Company, Merrill, J. F. Halpin, C. H. Worcester Lumber Company, Chicago, H. H. Butts,, Park Falls Lumber Company, Park Falls, Alfred Klass, Holt Lumber Company, Oconto, and W. E. Vogelsang, Trutle Lake Lumber Company, Grand Rapids, Mich., and to the Merrill hoststhe Heineman Lumber Company, the A. H. Stange Company, Kinzel Lumber Company and the Union Land Company, and particularly to Mr. Robson, chairman of the committee, and O. T. Swan, secretary of the Northern Hemlock and Hardwood Manufacturers' Association. No work and no expense were spared to make the meeting a success and in this respect it exceeded the most sanguine hopes.

The attendance was comprised not only of sales managers, salesmen and manufacturers, but of a number of visiting retailers from Wisconsin, and also a number of visiting sales managers and manufacturers from the lower peninsula of Michigan. Over a hundred were in attendance, almost double the number hoped for, and 150 sat down to the banquet tendered by the Merrill hosts at the Badger hotel, Friday evening.

FRIDAY AFTERNOON SESSION

The initial session was held Friday afternoon and was probably one of the best "get-together" meetings ever held among lumbermen. It was opened at the Badger Opera House by J. T. Phillips, president of the Northern Hemlock and Hardwood Manufacturers' Association, who was honorary chairman. He placed the proceedings in the permanent charge of G. C. Robson, who in brief, well defined words outlined the purpose of the conference, which was more efficient salesmanship for northern woods.

The first speaker was M. J. Fox of the Von Platen Lumber Company, Iron Mountain, Mich., who made an extremely interesting talk on "What I think about it."

Systematic Salesmanship

H. H. Butts, Parks Falls Lumber Company, then spoke on "Systematic Salesmanship-Its Possibilities and Limitations," his paper being a splendid treatise on the subject of preparing and building sales. He said in part:

I think one of the most concrete evidences of what system will accomplish has been obvious right in our association work. Take your present hemlock promotion bureau, your campaign on birch, your bureau of grades and its subsidiary, the sales managers' committee, and others, all attaining definite results from working with some system; whereas several years ago practically all of this work was left to George. Is there any comparison with what was accomplished then and now?

And so I say, in salesmanship in any line, you should outline some definite plan of action; work along those lines, always trying to improve and making changes as conditions may warrant, never forgetting the fact, however, that the object of your systematizing is to sell more and to better advantage, otherwise you will soon have possibly only an elaborate system and a large surplus of unsold stocks.

Salesmanship, the brand that is worthy the name of true salesmanship, has come, not as a result of sporadic effort, but by propagation and a gradual diffusion of ideas. Its growth and its development has been due largely to an inner consciousness of the growing need for the training of the faculties, with a view to making it a practical department of business, rather than a pastime, and to effectually combine knowledge with industry, inculcating the finer traits of loyalty, courtesy, integrity, patience and perseverance.

To my mind there is no pursuit in life that offers greater opportunities for intelligent and scientific management. Knowledge of the products we are selling is a primary requisite and it must be a sound and practical knowledge of every phase of the undertaking. The time has passed when a glib tongue and a doubtful personality can secure the confidence of the buyer. The older methods that were once deemed to be success ful have given way to a newer and better system of merchandising and the old regime has passed,

A great deal of thought and discussion has been given lately to the matter of branding lumber for the purpose of combating dishonest practices in the way of mixing grades, giving short measure, and misrepresenting the quality. I have often wondered if we might not go a little farther with this thought and apply it to the individual marketing of it.

The foundation of all sustained action is largely dependent upon knowledge. The one who succeeds in the sales-management of the lumber business must, first of all, know his products, how they are made, what are the costs of production, not only as to operation, etc., but to know what is involved in getting each and every item of manufactured lumber from a saw log, and how best to produce it. Needless to say, he must possess himself of every morsel of information pertaining to the kinds of lumber he is endeavoring to sell, and he must be able to impart that information to the traveling salesman in such a manner as to carry conviction and establish within reason the validity of every contention he

The sales manager of today must be one who regards every situation fairly and without prejudice. His duties are, indeed, manifold and Selfishness must give way to a broader and more liberal view of things and the stimulating influences of personality, the dynamic forces of real character and the powerful example of industry never so much needed as now.

In the management of correspondence, the art of selling manifests itself in a degree not surpassed in any other branch of this most useful department of business. It is in this branch of the department, I fear, that most of us are deficient. Every inquiry leads to possibilities of some kind or other, the extent of which depends largely upon our own initiative and industry. If a buyer has inquiries, for instance, for 4'4 No. 1 common birch, and you do not have the stock to offer, do you simply state "unable to quote," and open a possibility for some foreign substitute, or do you offer a substitute yourself? After covering the inquiry in your reply and expressing the usual regret that you have been unable to submit prices on his requirements, select a few items of stock you do have and in a clear and lucid enunciation of the excellent qualities of the stock for certain purposes with which you have already familiarized yourself, drive home the argument that for these particular purposes no other wood possesses so many uniformly good qualifications, always giving a

The reason why should never be omitted from a letter offering your products. The pulling powers of the written plea for orders loses its sting when the logic of reason is colorless and indefinite. hope to bring a response with a purring request; your slothful appeal seldom gets a hearing and more often is consigned to the waste basket.

A scarcely less forceful argument for the consideration of your products is in the carefully written follow-up letter. Every answer to an inquiry should be followed with a second letter giving added reasons why the particular stock you have offered should receive careful consideration. In this follow-up letter extreme caution should be observed that there is no repetition of previous arguments, except that some one or two very important features may be emphasized and additional educational matter submitted. In every instance the traveling salesman should receive copies of all letters written to prospects or customers in his territory and the personal call should be timed to meet the exigencies of each situation.

As a concrete example of how this combination works out, I recall a contract just taken recently for a large amount of crating material in hemlock and tamarack that the consumer for years had insisted could not be supplied in anything but yellow pine. It was not a case of protecting deliveries necessarily, but the result of continuous and scientific team work between the sales manager and representative in that terri-A sample car preceded the closing of the contract and the consumer was more than pleased with the results obtained in trying the material out, and his future requirements are not only unquestionably and permanently secured, but an additional outlet for northern stocks as well. How materially would the work of our Promotion Bureau be lessened if each of our members co-operated in a like manner.

Salesmanship knows no hours of limitation, except that they be for needed rest and relaxation and such diversion as is required to keep the individual from growing stale. There are times when a wholesome indulgence in play acts as a tonic, and a good mental bath occasionally in an atmosphere of cheerful amusement stimulates and strengthens the mind that is keyed up to twelve cylinder, one-hundred horsepower activity. An ebbing vitality is not destined to meet the rigorous demands of present day selling needs. Needed rest and enjoyment contribute in no small degree to keeping the fires of interest and enthusiasm at white heat and the mind well poised to meet the demands of every situation.

The sales manager should have suitable card indexes, easily accessible and so compiled and arranged that every user of lumber in the territory you are endeavoring to cover will be definitely known, for the kinds of lumber he consumes, and when he will be in the market for his requireWhat has been said of the pre-eminent need of knowledge for the sales manager is equally true of the traveling salesman. Not only must he know how lumber is manufactured and handled, but he must also know how to impart information to the customers in a convincing manner and carry conviction to the point that destroys doubt and allays suspicion. This is especially true if new uses of our products are sought and an expansion of our present markets secured.

In all that is done, in all that is said, there is no extenuating excuse for a lack of courtesy. The human, friendly attitude is often a greater factor in making a sale that all of the so-called clever ruses so frequently resorted to by the smart salesman who plays upon the credulity of the customer with the long bow of cleverness, rather than the straight-from-the-shoulder honesty and simplicity of manhood. Temporary advantages gained by questionable methods are the forerunners of certain failure. No substantial or permanent advantage was ever acquired by subterfuge or conscienceless trickery.

Mr. Butts was followed by A. L. Osborn of the Scott & Howe Lumber Company, Oshkosh, who was well qualified to speak on the topic of "Selling of Lumber—Past, Present and Future." His talk was a fine resume of comparative methods from the early days of lumbering in the North down to now, and what may be expected.

O. T. Swan of the association then gave a talk on the "Relative Durability of Competing Woods," which was supplemented with lantern slides.

The Salesman's Side of the Selling Problem

"The Salesman's Side of the Selling Problem" was the topic very ably handled by Harry Wilbur of the Ross Lumber Company, Milwaukee. A summary of his talk follows:

Unlike prevailing conditions of a few years ago, the ethics of all business have improved, and it is particularly to be noted in the lumber trade, consequently reflected in the salesman.

The lumbermen generally have been the last to realize that their salesmen were assets, and there are still some manufacturers who are laboring under the belief that these men are liabilities. The different localities have salesmen's associations, but for some reason their possibilities have lain dormant.

We have been offered employment under the supposition, and thereby complimented, that we could sell anything. Many of us have been handed an order book and price list and turned loose. There are among us men, who, when started on the road, were not acquainted with the various kinds of lumber; men who were not at all conversant with the grades; and some who could not scale. There are very few of us who can intelligently interpret a house or barn bill, and the ones who are able to talk of the cutting up value of a piece of hardwood are rare indeed. How many among us, and we will include the manufacturers and sales manager, who are as able to discuss their produce as scientifically as the steel, sash and door, cement, and other salesmen both allied and in competition with us. Through good fortune alone, and in spite of his employer, has the lumber salesman been able to rank with the foremost in other industries.

Generally we are apportioned a certain territory, and the business derived from this territory, we are credited with, the general presumption being that our efforts have made the volume possible. We are then in position to sleuth around our particular preserve, and with tireless energy, hunt out the poacher. An expense account when correctly figured becomes a part of your salary instead of a gratuity. The proper way to cut down the expense is by securing enough increase over the asking price to take care of your expense and part of your salary. can be done in many ways without impairing your efficiency. Substitution, with the consent of the purchaser, is one, which can be accomplished only through your familiarity with the supply of other woods with which you are competing. We would generally find it difficult, and, perhaps, unremunerative to boost the price on a constant consumer, but to take the market advantage of a buyer whose wants are supplied by lumbermen outside of our particular territory is not such a grievous error. There are many ways in which a price may be legitimately raised without detriment.

Correspondence, wisely indulged in, is of the greatest benefit to the salesman. You have your salesman's route sheet every week, or think you have. Would it accomplish anything for the general office to send out an occasional letter advising the arrival of their representative? By such a letter some good results might be accomplished; it might create in your customer a receptive frame of mind; it might lead him to suspect that he was trading with something other than a saw mill; it might be the means of creating an interest in some weather-stained stock you were about ready to move for the freight.

Should not the salesman be the last word between the misunderstandings of the consumer and the producer? By showing your customers an unlimited amount of confidence in your representative you increase his ability in their estimation.

The market price, the conduct of the firm and the salesman are in this order the biggest essentials in marketing the product. It does not require any great amount of ability to sell lumber at a little less price than the best recognized of your competitors, but to obtain a standard price with the best producers should be the aim of both the manufacturer and the salesman.

A thorough knowledge of competing woods is very essential to the salesman. As a general thing he is conversant with the prices of competitive grades, but as a usual thing he is unaware of the underlying cause for a noted increase or decrease in the price. We have all experienced times when a certain wood was bringing a price out of proportion to what our other species were doing, and in cases of this kind it is not always policy to advance the price readily, for the reason that when the competitive wood comes back we will encounter an abnormal reaction. We are all liable to lay particular stress on the statement that we will have our day, and when the opportunity affords itself we generally take advantage of it to the utmost, losing sight of the fact that the consumer cherishes the same idea. A better average price could be maintained consistently by a judicious study of the fluctuating values. may keep you informed as to prevailing prices, but a systematic research is necessary to keep informed as to the cause of a rise, whether it is a temporary boom or a healthy advance. We have all experienced certain times when a sharp advance was encountered, but very few lumbermen anticipated it. There are times when we will predict an advance to a customer, when our only argument is "because." An intelligent buyer is better able to call the turn on the market, because he has access to figures which we have not.

Alfred Klass of the Holt Lumber Company, Oconto, told of the work of the sales managers' committee and outlined how that work could be improved upon.

The Sales Manager's Side of the Selling Problem

G. C. Robson closed the afternoon program with an interesting talk on the "Sales Manager's Side of the Selling Problem." He said in part:

I shall first take up the sales manager's position of the past. It is unnecessary for me to recite the changes that have taken place in the manner of selling northern lumber from the days when it was largely sold at a flat price per thousand feet for all grades better than cull up to the present time when we are striving to see the dawn of a new day and merchandise our stock to the best advantage by sorting everything into its proper grade. The sales manager of hemlock and hardmood mills of the past occupied a very nominal position in the average case. His title up to a short time ago was largely a figurehead and, to a more or less extent, he was paid accordingly. It was not expected and he did not require a very broad knowledge of the lumber industry for the reason that he had very little to say concerning how the lumber was manufactured and handled, and his policy of selling was outlined to him by his employer.

Under such a condition it was not entirely his fault that he did not develop or broaden out, that he did not study the problems of merchandising and possibly consider salesmanship questions. Did he not reason that if his employer was satisfied with the manner in which the stock was disposed of it should be satisfactory to him?

There was little incentive and no real reason for him to make a study of the lumber industry to learn about grades, to find out how lumber should be manufactured to obtain the best merchantable values, how it should be handled to keep it from depreciating through the process of drying, how it should be sorted into grades to make it ready for the market, and what the effect of competitive woods and substitutes was having on this product or where the best markets might be to sell the stock he handled.

The same condition that made the sales manager a disinterested employe is, to a more or less extent, the position of the manufacturer with reference to his sales department. He has looked upon it as one of the least important of all branches of his industry. To very little extent did he take his sales organization into his confidence, or encourage them to broaden out in their merchandising.

This same manufacturer has been busy trying to reduce the cost of his logging a few cents or reducing the cost of manufacturing his lumber a little, entirely overlooking one of the main features of his business that could and should bring him results. Were not our forests fast becoming depleted and was not one of his worries what the future generation would do for building material? Should he not reason that the consumption of lumber would go on from year to year and would take care of all that he could produce and that if he manufactured it the public would consume it? Why should he consider a change in his manner of selling his output?

One dark day a few years ago he awakened to the fact that other materials than lumber were going into building construction where lumber had formerly been used, that substitute materials were coming into the market and with a remarkable display of energy, the spending of hundreds and thousands of dollars for advertising, the employing of the most skillful and intelligent minds in the sales and advertising world and, in fact, he found that they were carrying on such a vigorous campaign that the public became convinced that lumber would, in a few years, be a thing of the past and they must hasten to use these substitutes before this timber supply was entirely gone. When he found that

the usual amount of lumber was not being onsumed by the building public and that he often had more lumber piled in his yard than in former years, he consulted his neighboring manufacturer to see if the same condition existed with him and together they visited other manufacturers and when their notes were compared they found they were all in the same position.

This led them to believe that they should band together more closely than they had before, that confidence must be instituted between them, that they should establish systems to determine what it is costing them to produce their lumber and what the results were when sold. When this was done and they analyzed these figures they found, through a bad business condition that had existed for several years, that they were not only losing money but were losing ground to the substitute materials. This led to further investigation and they became aware that their merchandising was very poor, that other commodities, through more intelligent salesmanship, were taking their trade away from them and this was the start of the real awakening of the lumberman to consider the more intelligent merchandising of his lumber.

In the study of this problem he found he must take into consideration his sales organization in attempting to accomplish better results along these lines and naturally the first place he went was to the sales manager. He gave the sales manager more scope, encouraged him to make a study of the lumber industry, fostered salesmanship and together they commenced to study the characteristics of the wood they manufactured, how it should be sawed for the market and, in fact, they really started to go to school in the lumber business.

The sales manager at once became aware that he knew very little about the product he sold, but he started in to learn and as a result the average sales manager of today has a better and higher knowledge of the lumber business as a whole than did the employer of a few years ago, but we have not reached anywhere near the intelligent knowledge we should have of this industry and only through a continuous study can we hope to bring about that type of merchandising and salesmanship that this great business should warrant. The average lumber sales manager of the North, handling hemlock and hardwood, occupies a different position in many ways than do most of the lumber sales managers of other wood producing territories. In this northern country we have from fifteen to twenty different types of timber, mixed in its growth, and as a rule each type goes into a different general use. In each of these various timbers there are several grades when manufactured into lumber and each year sees additional sorting necessary to meet the trade's requirements. One of the mills represented here today sorts its lumber product into more than five hundred items and it advises that even with its large sorting space it is unable to sort its stock to full advantage for shipment to suit the needs of the market at the least possible expense in handling.

This advanced method of merchandising northern lumber must be considered carefully by the sales manager.

He must have knowledge of each of these different kinds of woods, the knowledge of the grades covered by each, know the value of the same, as well as the values of competitive lumber materials, and know the market and trade which will consume each of these items, but this knowledge alone will not bring the results that are desired unless a more thorough, high type of salesmanship and merchandising is cultivated in marketing it.

The sales manager of the future must not only be a successful salesman himself but he must have ability to successfully handle a sales force, and to secure successful co-operation between his department and the manufacturing department. These branches must work together for one general result and that is to bring about a proper type of manufacturing and merchandising.

It was nearly the banquet hour before the meeting closed, which in itself is indicative of the enthusiasm and interest shown in the proceedings.

SATURDAY'S SESSION

The Saturday morning session was opened with a paper by F. M. Ducker, traffic manager of the Northern Hemlock and Hardwood Manufacturers' Association, who spoke on "Transportation in Modern Business." Mr. Ducker said among other things:

Transportation in Modern Business

The question of freight claims is a subject with which you are all more or less familiar. One of the constant sources of claims is the bill of lading itself. The bill of lading should be legible, with the name of the shipper, consignee and destination shown in full. Routing instructions, if any, should be clear and concise. Where there are two stations of a similar name in the same state designate the county in which the station is located. In submitting claims for loss and damage the following documents should be submitted by the claimant: the original bill of lading if not previously surrendered, the original paid freight bill, the original invoice or attested copy, together with a statement of the claim showing how amount of loss or damage is determined, with all the evidence he can possibly procure or may be necessary to substantiate same. Bills for cost of repairs or account sales should also be included where such verification is necessary. When for any reason it is impossible for claimant to produce original paid freight bill or bill of lading, a

full explanation should be made with respect to the absence of these documents, and he should indemnify the carrier against loss in duplicate claim supported by the original documents. Conditions on bill of lading with respect to time limit for presentation should be complied with.

Claims for overcharges should be supported by the original expense bill with definite authority for the rate claimed, the original bill of lading where it is possible to furnish, original invoice or attested copy where it may be necessary to prove the weight or classification claimed, together with statement of claim showing how claim is arrived at with reference to published tariff or other authority for rate, weight or classification claimed. As in the case of claims for loss or damage, in the absence of the original documents, claimant should indemnify the carrier and explain fully the reason why the original documents cannot be produced.

The proper presentation of a claim is half the battle, as it expedites the handling with the carrier and enables the claimant to receive settle ment with the least possible delay.

Rate making is generally stated as being a difficult problem, which simply means that there is not so far a scientific formula, which might be applied as a yard stock, to determine the measure of a rate. In early days the statement was generally made that rates were so constructed as to yield all the traffic would bear. If this rule were adopted, there would be little difficulty in arriving at the proper rates for any given commodity, but the difficulty in its application lies primarily in the fact that the business of transportation companies is affected with a public use, and a rate constructed solely upon this theory is by force of economic law the maximum.

The committee and visitors were disappointed that Edward Hines, who had expected to be present and address them, was unable to leave his business, but his place was exceptionally well filled by H. L. Dewey, sales manager for the Edward Hines Lumber Company, Chicago. Mr. Dewey spoke on "Salesmanship in Its Broadest Sense" and the relationship that must exist between the employer and salesman, laying particular stress on knowledge and loyalty. Hardwood Record believes that Mr. Dewey's paper would be of such benefit and inspiration not only to lumbermen but to salesmen and manufacturers in all lines, that it will publish it in full in the December 25 issue, and asks its readers to be on the lookout for it.

How to Make Birch More Beautiful

One of the most interesting addresses given during the convention was that by D. E. Breinig, president of the Bridgeport Wood Finishing Company, New Milford, Conn., who spoke on "Beautiful Birch and How to Make It More Beautiful." Mr. Breinig had on exhibition on the platform and later in the hotel lobby a collection of large birch panels showing the adaptability of birch to the different modern finishes. He spoke in part as follows:

Houses are not finished today like they were five years ago. There has been a big advance made in the study of interior decoration, and when a man builds a house he wants it right up-to-date.

How much more effective is it, therefore, if it can be arranged so that this prospect can see real birch beautifully finished in a large variety of tones. Is it not more effective than simply sending him a catalogue descriptive of the wood?

I personally have questioned a large number of men in building and architectural lines, as well as property owners, asking them what finish they associated with birch, and nine times out of ten they came right back with the idea "imitation mahogany." In other words, birch is strongly associated in the minds of hundreds of people with imitation mahogany, because to a great extent it is finished in that tone.

Now suppose you have interested a person who is building a home in the use of birch, and he thinks he will use birch in the dining-room, but his wife points out that as the furniture is finished in a brown tone this will not harmonize with the natural or mahogany finish so much associated with birch. If these people are not posted that birch can take a variety of other tones in beautiful browns and grays the chances are the wood will not be used, because the color scheme largely determines things these days in the interior work. If, however, the architect, contractor and property owner have seen the beautiful effects it is possible to obtain then they know birch can take a variety of other beautiful colors, and their color scheme followed out.

Another point that should be brought out more strongly to architects, builders and property owners is that birch has individual features of its own, and is something which should not be finished in an imitation of something else—for instance, mahogany or walnut. If, therefore, I were traveling for a lumber house having birch for one of its products I should attempt to see all the architects in the terriory I covered and insead of simply talking birch I would have with me a set of panels—that is a small pocket set—showing a wide variety of effects in which birch could be finished, besides having one piece of house trim about 12 inches long. I will guarantee you that if you will try this you will get many introductions to architects and, further, they will remember birch far better

(Continued on page 25)



The Walnut That Stood Alone



This is the story of a man and a tree -a man who walked by himself, a tree that grew alone; the tale of a soldier, of the battles he fought and won, of the obstacles he overcame, of the strength he developed because of those obstacles; likewise the tale of a tree and of how it, too, grew strong through overcoming. This is the story of a Walnut and of the man who watched it grow—of the development of character through resistance—a story of individuality.

How is it that I am different from you? -you different from your brother? What is this personality we speak of, that marks one from the other? One amæba differs in no particular from another. As we go up the scale individuals begin to manifest themselves; one tree shoves above its brothers, dominates them, crowds them out; one man, arising from mediocrity, becomes a leader.

Taken as a whole, the ordinary run of humanity is very much

alike. We look alike, dress alike; actuated by the same impulsesfear, hate, avarice, love - we can be counted on to react to them in much the same way. We resemble each other, even as do the trees of the forest. Yet standing out in this desert of sameness are the individuals, who, nurtured from the same breast. grounded on the same rudiments, leave their brothers and take their place at the head of the procession.

The history of the world is the history of its leaders. Without exception these men and women who bulk big are they

who have striven, and in the striving have builded character that enabled them ever to conquer greater odds. Flesh of our flesh, bone of our bone, with the same thoughts, actuated by the same motives, they have made of obstacles stepping-tones, whereon they might rise above us.

The same general tendencies manifested in man are reflected in nature. The same drab likeness is seen in each class. Yet here and there are the individuals in which that spark of something has been planted that enables them, not only to grow and wax strong, but to stand out above their fellows. As in man, so in nature—outward likeness is not indicative altogether of likeness within. One oak may be finely and softly grained, while its apparent twin has a texture that is hard and brashy. One hundred maples may be alike in every outward respect, yet only the hundredth shows the beautiful birds' eyes.

Beauty of grain and figure in trees may well be likened to beauty of character in man. Both seem to reach their highest development through adversity. Given that inherent spark to start with both seem to grow the stronger and more beautiful through conquering those things that would hold them back. The prized Circassian walnut owes its wonderful grain to twisted fibers, the result of

fighting the gales that sweep its hillside. The men who have risen above their fellows, who have conquered, who have led, have almost invariably been soft of voice and kind of heart. To rise above the commonplace, to be strong, does not coarsen—it refines.

Zachary Taylor could not have remembered when he first saw the Walnut. He could not have remembered when his father first brought him to "Springfield," for he was very young when the elder Taylor, with a love for pioneering, left the old home in Virginia and established the new one on the old Brownsboro Pike, a few miles from Louisville, Ky. The Walnut was little more than a sapling then, perhaps not much older than Zachary himself. It stood but a short distance from the house, overlooking the spring from which the new home took its name.

The Taylor home soon became a center of southern hospitality. Travelers made of it a stopping place and many were the gay

parties held beneath its roof. The path to the spring became well worn, and the spring itself, watched over by the Walnut, a trysting place for lovers. Here it was that Zachary played as a boy, and here, as he grew older, hedreamed his dreams.

These dreams, these hopes of Zachary Taylor's were ever the same, for always he was imbued with the idea of being a soldier, and undoubtedly many were the times that he confided those dreams to the Walnut. It was but natural that he should have this ambition, for be-



TAYLOR HOMESTEAD AT "SPRINGFIELD" AS IT LOOKS TODAY—ROOMS ON THE RIGHT WERE BUILT IN 1785

fore the fire at night were still recounted tales of Bunker Hill, of Valley Forge, of Yorktown. The newness of liberty had not as yet worn off, and those who had helped to purchase it never tired of the telling.

These early years were fitting Taylor for the work fate had cut out for him. The outdoor life, the tales of his elders, his dreams, hardened his muscles, steeled his nerves, developed in him the spirit, the heart, the courage that were to see him through many a long campaign.

And as he grew, so grew and waxed strong the Walnut. It, too, developed a heart. A sapling, like a youth whose mind is plastic, whose bones are pliant, is at first all sapwood. As it meets and weathers the storms of winter the inner wood gradually hardens, the fibers toughen and sapwood becomes heart. Here lies its strength. Here in the tightly compressed, gale-twisted fibers is registered the story of its attainment. If it has had to withstand much, if the gales have been long and hard; if in spite of the blasts it has thrown its roots the deeper, meeting each onslaught with new stength; then will that story be the more beautiful—a diary of obstacles overcome.

Zachary Taylor had scarce reached his majority before his am-

bition was realized and he received his commission as a lieutenant in the regular army. A man older than his years, reticent—a man of action rather than words—he left the spring and the Walnut tree, left with them his dreams, to carve for himself a name among soldiers and leaders.

For nearly fifty years his home was in the saddle, at the campfire. One campaign led to another—the War of 1812, the long campaign against the Seminoles of Florida, the pursuit of Black Hawk, the War with Mexico. The old homestead saw little of him, yet here he came between campaigns, and here he installed his bride. As the years went by sturdier did his character become, stronger and more unflinching his spirit, more dauntless his courage. There developed a sterling honesty, a fairness to every man, a desire to do his full duty—qualities that will live side by side with his deeds of valor. As each storm twisted and strengthened and beautified the Walnut he had left to guard the spring, so each campaign seemed to toughen Zachary Taylor's spirit, while at the same time it refined it.

For nearly fifty vears he served his country, and for nearly all of that time he was scarcely known to the vast majority of the people. The individual who would stand alone has little time to seek popular favor. He must be doing, not seeking. But at last there came the Mexican War and with it Santa Anna. He had weathered the big storm, he had come through clean, and the people, recognizing the fiber and grain of the man, insisted that he take as his just reward their highest office. It was not his seeking. He fain would have returned to Springfield and



PARLOR IN THE TAYLOR HOMESTEAD AT "SPRINGFIELD" WHERE JEFFERSON DAVIS AND ZACHARY TAYLOR'S DAUGHTER WERE MARRIED

there spent the remainder of his days; to walk down the old path to the spring, to sit daily beneath the Walnut, now grown strong and rugged. But the people would not be denied, and General Taylor became President Taylor.

The soldier was not a statesman. He was used to dealing man to man, fighting in the open and then making of his enemy his friend. He could not understand the bickerings of politicians, the wire pulling, the Star Chamber diplomacy. He had already given his best to his country, and it was less than a year after he went to Washington that the Walnut tree saw him come home again. But this time it was a different coming, a coming marked by muffled drums and solemn tread. He died as he had lived—a soldier, wishing only that he might have rendered his country greater service.

Zachary Taylor was laid at rest almot in the shadow of the Walnut. For nearly three generations it watched that resting place. For nearly three generations it kept silent vigil, drinking in the sunshine, buffeting the storm, keeping the faith. It had grown as he had grown, developed as he had developed. As he had strengthened the inner man through turning disaster into triumph, rout into victory, so it, through breasting the storms, overcoming

the enemies that would sap its life, grew strong with him. Each year since his going the old Walnut had remained true to its ideal. Each year it had compressed and tempered its fibers; each year it had transformed sapwood into heartwood, writing thereon another chapter of achievement.

All things must end. To each is given his skein of years, on the last strand of which is written "Finis." Even trees have their "threescore and ten"—Nature plays no favorites. As the call came to Zachary Taylor, so it came to his Walnut under which he had dreamed—the tree that had watched over him for so long. Yesterday it was a Walnut tree that stood by a spring, that brought forth its buds in the late winter, that dropped its fruit and its leaves in the autumn. Today the tree is no more. Yet by the art of man it has been transformed into a series of wonder pictures done by that great artist, Nature -pictures worthy of panelling baronial halls.

A few weeks ago the present owner of "Springfield," Dr. John A. Brady, placed the old Walnut in the hands of the C. C. Mengel &

Bro. Company of Louisville. This firm, specialist in fine woods, has worked it into veneers that experts pronounce among the finest and most beautiful ever cut in this country.

As the old tree was cut and the heart scroll unrolled it was seen that the Walnut had recorded there its every triumph. In twisted grain, in curl and burl, in high-light and shadow was written its life history. As the true character of a man lies deep in his heart, so here on the heart of the Walnut is spread, not only a diary of achievement. but the beauty and re-

finement resulting from that attainment—an escutcheon without a blemish.

Is it possible that man can be reflected in nature? In many an old wife and husband, who reach the end of the road together, we find a likeness in looks and character. Hawthorne, in one of his stories, tells of the boy who, living in the valley, each day gazed on the gentle, kindly face of the old man, which, softened by distance, was outlined in the rugged side of the mountain. The boy grew to be a man, the man became an old man, yet each morning he looked to the face, each evening watched it fade with the sunset. And when at last death claimed him, those who saw his face in repose saw there the kindly face of the Old Man of the Mountain.

The ancients believed all nature animate—each tree and wayside flower had its spirit—the Oracles lived in trees—the Druids
had their temples in the oak groves. It may be foolish imagery,
yet what more happy than the thought that the Walnut that grew
by the spring had its spirit—a spirit that watched over and emulated Zachary Taylor, who had talked to it, loved it as a boy. The
Walnut had watched him grow from green Lieutenant to tried General, from laughing child to twelfth President. Perhaps its spirit had
suffered when he had suffered, endured when he endured, developed

with him strength of fiber, sturdiness and beauty of character. What more happy, then, than the thought that each year as the Walnut tempered its sapwood to heartwood, its spirit carved thereon the record of battles fought and won, that a century later might be brought forth to make men glad.

That which is destined for perpetuty is slow of growth. It



VENEERS FROM THE ZACHARY TAYLOR WALNUT. APPROXIMATE SIZE, 3x6 FEET

took fifty years to make a man—a century and a half to bring a Walnut tree to perfection. Great men do not die—their spirit and their works live after them. The Walnut has been changed in form that it might live the longer, that it might grace men's homes, adding to beauty, beauty's self.

C. C. Mengel & Bro. Company will keep the veneers until such time as a fitting setting for them is found. As they are a yearly history of what one tree accomplished, they will be kept together as far as possible, and some day by the aid of worthy craftsmen and artists they will panel the walls of some great home.

Mayhap, if their owner be a lover of beauty and a dreamer, he will read in their tangled grain the tale of the Walnut that stood by the spring. Alone at eventide, with the firelight reflected from their brown and mottled surfaces, they may become to him an open book. He may read there the story of the pioneers—of the dreams of young Zachary Taylor—of the troths that were plighted at the spring. He may see pictured the wild chase after Black Hawk, following him through Illinois, Wisconsin and over into Iowa. He

may see General Taylor at Buena Vista, where, surrounded by an enemy five times his number, he refuses to surrender and cuts his way to victory. Many chapters he will find devoted to the long, long vigil—the years the Walnut stood guard. All is written there—the story of achievement, the story of victory against odds.

Painted by nature on the heart of a great tree there will lie before the dreamer a story of accomplishment, a record of individuality. The Tale of the Walnut That Stood Alone.

Roy H. Jones.

It was fitting that the Zachary Taylor Walnut should fall into the hands of a Louisville firm, that its new birth should take place almost within sight of the spot it had occupied for a century and a half. And particularly fitting was it that that firm should be the C. C. Mengel & Bro. Company. This concern, with an international reputation, has its own holdings in Africa and South America and owns and operates its own fleet of carriers. Wherever figured woods are bought or sold there is the C. C. Mengel & Bro. Company known. While it makes a specialty of mahogany lumber and yencers, it has



VENEERS FROM THE ZACHARY TAYLOR WALNUT. APPROXIMATE SIZE, 3x6 FEET

always handled more or less walnut and is ever on the lookout for finely figured stock that it may the better serve its customers.

The veneers that have been taken from the Zachary Taylor Walnut come under this head, and the Mengel company is fortunate in being able to offer them to discriminating buyers.

(Continued from page 21)

than simply talking to them or leaving a descriptive catalogue price-list. There is something beautiful about wood properly finished and it affords an introduction. By showing up the beauty of birch is one way in which you can get people to realize its possibilities. It is best to let them see it physically instead of talking about it.

You have probably seen the pamphlet issued by the National Lumber Manufacturers' Association called "Opportunity Number Four," in which it strongly urges the idea of the retail lumber dealer installing a Service Room, illustrating the equipment they are able to furnish, which includes a variety of finishes showing the possibilities in interior work on real house trim—and these we are frequently installing in co-operation with the National Lumber Manufacturers' Association. Wherever they have been installed they have made a hit. I know of no exceptions.

It, therefore, seems to me that in connection with birch wood the main idea is not to bother you with details on just how certain finishes are obtained, but to show the architect, contractor and home builder that birch can be finished in a variety of beautiful effects, and that birch should not always be finished in imitation of something else. As this service department idea grows birch will naturally be put on display in a wider variety of effects, so that when you get in touch with a party who wants to use birch he will be able to see real physical birch finished in all the latest effects. And, therefore, the main idea it seems to me is to talk up this service idea to the retail lumber dealer, and then see to it that he is equipped with a good variety of panels showing just what it is possible to do with birch.

Your association has arranged for the 1917 campaign to send out a quantity of house trim and small panels of birch, and in this connection it seems to me that all the representatives selling the retail lumber dealer should have a set of these samples from the association, so you can show them not only to the architect, builder and property owner but to the retail lumber dealer as well.

The idea I will leave with you is the idea of showing the architect, builder and property owner the wonderful possibilities of birch. Do not simply tell them about it. Show them, Further, develop the service idea with the retail lumber dealers. There is no question that through this service the sale of lumber can be greatly increased.

Otto J. Lay, retail lumberman of Kewaskum, Wis., read a strong paper on "The Relationship of the Retailer to the Manufacturer." Mr. Lay handled his subject without gloves, laying all his cards on the table and calling a spade a spade. Undoubtedly the manufacturers present received a new viewpoint.

Prof. Arthur Peabody, state architect for Wisconsin, gave a short outline on the work done by the architectural board of the state, dwelling specially on the standardizing of state construction and what materials are best fitted for the different work.

Mr. Moody of the Wisconsin Conservation Commission in a few remarks told of the work being done for the preservation of the forests, fish and game, laying emphasis along the work of fire protection lines.

Sidney J. Williams of the Wisconsin Industrial Commission then gave an interesting talk on "Safe and Unsafe Uses of Wood in Buildings," taking as his theme the fact that salesmanship rests on the knowledge of what one has to sell. He emphasized that safety is the first requisite in building, but made it plain that durability must also be considered. He spoke of the fire hazards in wooden building, bringing out the point that these might be greatly reduced by requiring "fire stops" of concrete or brick, or even of two-inch wood tightly fitted so that drafts might be shut off. Lumbermen, he said, in order to best serve themselves and to serve the public, must recognize the fact that there are certain limitations to the use of lumber.

J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association, Cadillac, was called on and in apt remarks brought the greetings from his association, speaking with force on co-operation of the individual and of associations.

Howard Weiss of the Forest Products Laboratory, Madison, Wis., delighted the manufacturers and salesmen on the subject of "Competitive Materials," enlivening with wit and humor what might otherwise have been a very dry subject. Mr. Weiss, who had been asked to take Mr. Rolf Thelen's place on the program characterized himself as a "Mother Hubbard speaker," which he said is one who covers everything and touches nothing. He made it very plain that a completed survey of wood markets showed that twenty per cent of the business that could be held by wood is being held by substitutes. He said that while ordinarily a substitute is cheaper, those substitutes that are used for wood are more expensive. He stated

that an encouraging feature is shown in the fact that an accurate knowledge of wood's defects is turning out products that will supplant many of these substitutes by removing some of the fire hazards. He said that most criticism should be leveled against the manner in which wood is used rather than against the wood itself, and that the market for wood can be held only by learning and teaching its proper handling.

The last paper on the program, which closed the Saturday's session, was read by Roger E. Simmons, assistant secretary of the Northern Hemlock and Hardwood Manufacturers' Association, on 'Competitive Markets—'Cse of Wood.'' After citing statistics on the manufacture and consumption of woods showing that there are fifty-five classes of factory consumers and that fifty-four per cent of all of the lumber worked up in factories goes into interior finish and trim, Mr. Simmons spoke of building operations from the standpoint of trade promotion, bringing out clearly the thought that this should elicit salesman co-operation. It was his idea that we will undoubtedly see an era of trade competition after the war even greater than that being enjoyed at the present time, and that salesmen and members of the Northern Hemlock and Hardwood Manufacturers' Association should co-operate with the promotion bureau so that the use of hemlock and northern hardwoods might be increased as much as possible.

Saturday evening was devoted to impromptu vaudeville, the headliners being A. H. Stange, Merrill, M. J. Fox, Von Platen Lumber Company, Iron Mountain, Mich., E. M. Holland, Carier-Holland Lumber Company, Grand Rapids, Mich., and Mr. O'Brien of the Goodman Lumber Company, Goodman, Wis., Mr. Stange enacting the role of buyer for the Merrill Furniture Company, while the other gentlemen were visiting salesmen. In this Mr. O'Brien succeeded in putting it over the others by appreciating "What sort of a grade his customer used." This skit would have been a splendid lesson for many present-day buyers of hardwood.

SUNDAY'S SESSION

Sunday proved a fitting culmination to this salesmen's conference. Many of the visitors left on an early train for the Heineman Lumber Company's plant at Heineman, where Mr. McDonald, chief inspector of the Northern Hemlock and Hardwood Manufacturers' Association, gave a grade demonstration.

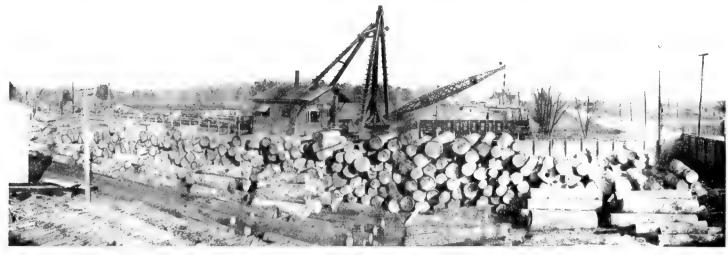
At noon the entire party, personally conducted by A. H. Stange, who by this time was known to all as "August," went by special train to the camps of the Union Land Company, fifteen miles from town. After inspecting the shanties and general layout, an old-fashioned camp dinner was served in the cook's shanty, after which E. M. Barrett, secretary of the World's Salesmanship Congress, spoke on "Salesmanship in Its Broadest Sense." The committee in charge is to be congratulated on being able to get Mr. Barrett, and Hardwood Record regrets that it can not give Mr. Barrett's talk in full, as it would be an inspiration not only to salesmen but to every man who works either with his hands or with his head.

Mr. Barrett made it clear that life rests squarely on salesmanship; that persistency means not only hard work, but hard work at the same thing. He brought out the necessity for rubbing elbows in the same line of endeavor, and the value of laying particular stress on the value of self-development; that a man should be thoroughly imbued with the idea of being more than an employe; that he be a doer, not merely a talker or a good listener; that unless the men who attended this convention and any other convention went away so enthused that they would put this enthusiasm to work, a gathering of this kind would be useless.

Mr. Barrett closed with the statement that "A man who does only what can be done, can be done without. The man who does the impossible is THE MAN."

At the conclusion of Mr. Barrett's address Mr. Stange conducted the party out into the cuttings, where a demonstration of tree felling was given for its benefit. This completed the three days' program, the visitors leaving Merrill Sunday evening.

To put your mill and yard in such shape as to reduce the insurance rate is one good way to save money—and to get better sleep at night.



LOG YARD-OCTOBER, 1916

Our Policy—
"Forked Leaf
or None at All"



IT'S FORKED LEAF HILL WHITE OAK

THIS LOG'S PRODUCT
IS WHAT
YOU
WANT



NICKEY BROTHERS, INC. MEMPHIS

LUMBER AND VENEER

BUY YOUR VENEER WITH YOUR LUMBER - SAVE THE LCL FREIGHT

Demand for Speed in Gluing-Up Operations

Lack of Speed in the Glue Room Is Not Necessarily Essential to a High Grade Product

VER since the use of laminated woodwork began, the operations of the glue-room have tended to hold back the process of getting out the completed goods. Of course, the finishing room has contributed its part to the delay, and in connection with the manufacture of high-grade cabinet work, where many coats of varnish have to be applied and rubbed down successively, the finishing is the most time-consuming process of all. But the gluing-up work certainly

does its share to make progress through the factory slow.

The interesting thing about this end of the work, too, is that slowness and quality work always have been associated in the minds of most manufacturers, as well as artisans handling that feature of the proposi-The gention. eral tendency has been to assume that if the work were not rushed, it would be done well. There is no dis-

A SUCCESSFUL PANEL PLANT WHICH, WHILE IT HAS ITS OWN KILN FACILITIES AND DOES NOT HAVE TO TIE UP A FORTUNE IN LUMBER, IS NOTED FOR ITS EXCELLENT PRODUCT

position to quarrel with this "safety first" idea, for while slowness is not necessarily a guarantee of good work, it is certain that rushing the job without regard to the time element will produce poor panels.

However, modern-day factory methods do not disregard the fact that speed is one of the most desirable features to be sought. The twentieth century superintendent endeavors, without sacrificing quality, to get a little more hurry-up into his plant system, because he realizes that the cost of running the factory is expressed principally in terms of time—the payroll, insurance, taxes and practically all overhead expenses—and that cutting down the time required to perform a certain task is therefore the best way to insure a lower cost of production and a reduced burden.

It is certainly true that it is not necessary to use the old, slow methods of manufacturing glued-up work any more than it is necessary to use hand-methods in the glue-room in place of the modern machinery which is now available. Everybody knows that it is better to spread glue mechanically than by hand, and that the big hydraulic presses now used in the principal plants are better than the hand presses formerly available. And it is also true that improvement can be made which will cut down the time required to manufacture glued-up work without in the least destroying or interfering with the production of quality.

The whole proposition is based on accuracy. The old-

time factory man working along lines established by experience. He did not have any fixed rules to guide him in the production of his stock but he knew that by following a certain plan he would be pretty sure to get good work. This meant, necessarily, that there was a considerable margin of safety provided at every step, for

since approximations were constantly resorted to, these had to err on the side of safety rather than in the other direction. Consequently a little more time than necessary, rather than a little less, was allowed.

If it was a question of whether veneers and corestock were dry or not, the plan decided upon was to wait until there was no doubt about it before using the material. Everyone is familiar with the fact that many woodworkers, especially piano manufacturers, formerly carried immense stocks of lumber, so as to be able to use only material which was five or six years old, and had been thoroughly air-dried. This was, indeed, one way of getting dry lumber, but, of course, the cost of investing in a stock of that size was tremendous, the interest item alone being great, while loss through depreciation of grade must also have been something to figure on. The plan which is usually considered satisfactory is to buy lumber that is pretty well dried, say from four to six

Walnut Buyers Know the Meaning of PENROD



Those who have had experience in buying American Walnut stock know what an advantage it is to deal with Penrod. This means, first, complete stocks, wide variety, exceptional character of material; second, long experience, expert knowledge, ability to insure satisfaction.

We Have What You Want PLAIN AND FANCY STOCK

Veneers and Lumber

The illustration shows some of our Burl Walnut Veneer Stock, matched up to form a panel of exceptional attractiveness. If you want your products to have character and distinctiveness, and to be worth expending all the care and labor which must go on them, regardless of the quality of the foundation material, you will make no mistake in using Penrod Walnut.

Penrod Walnut & Veneer Co.

"Walnut Specialists for Thirty Years"

Walnut Lumber Walnut Veneers KANSAS CITY, MO.

months old, and then, after carrying it a few months longer, put it in the dry-kiln before use.

This cuts down the period during which capital is invested, and likewise shortens the time covered by the movement of the material from the yard to the warehouse where finished goods are stored. Incidentally, many furniture factories and other users of glued-up stock go so far now as to unload their lumber direct from the car to the kiln, their plan being to purchase lumber dry enough to put into the kiln, and to run with practically no investment in excess lumber stock. And they seem to be able to work the plan to advantage, though in these days of scarce lumber and scarcer rolling stock, an anchor to windward in the form of a few piles of lumber would look good to most factory men.

It is worth while to emphasize the lumber question in connection with veneered work, because conditioning the corestock properly is just as important as any other feature of the process. In fact, using corestock which is not thoroughly dry is one of the surest ways to develop trouble, no matter how carefully the other work may be performed. And, on the other hand, corestock taken from the kiln should not be used at once, but should be allowed to temper for a while, or absorb enough moisture from the atmosphere to establish a balance and give assurance that none will be taken up later on.

But getting back to the general proposition of speeding up the manufacture of glued-up work, it is evident, then, that one way is to insist on getting dry lumber for corestock purposes. Then it will require a minimum length of time in the kiln, and can be used in comparatively short order. Right here, instead of relying on guesswork to decide how long the stock should be left in the kiln, it is much better to make tests for moisture, and when the lumber is dried to the right percentage of moisture content, it can be taken out of the kiln with safety. This alone will save days, in many cases.

Then the matter of providing a glue with just enough and not too much water in the mixture is important. The correct adjustment is to be determined only by testing each batch of glue for tensile strength and other properties. Instruments are readily available for this purpose, and the user who is guessing at the right way to prepare his glue ought to substitute facts for guesswork before going any further, especially if he is interested in the time element. When the right glue is used, with exactly the right proportion of water, it is certain that the time required to evaporate this moisture in the presses is going to be held to a minimum.

One of the reasons why veneer users are installing mechanical drying systems at present in larger number than formerly is because they have learned that they will help to save time in producing the work. By means of equipment of this character the stock is not only dried better than when less scientific methods are used, but it is also dried much more rapidly. The matter of time is now such an element of importance that the manufacturer who has had a chance to speed up his operations







Highly Specialized Workmanship Completely
Developed
Facilities

The two phrases above represent what is absolutely essential to successful panel manufacture. Our policy has been to educate all of our workmen as closely as possible along specific lines, and to omit no item of equipment that would help make for more nearly perfect service.

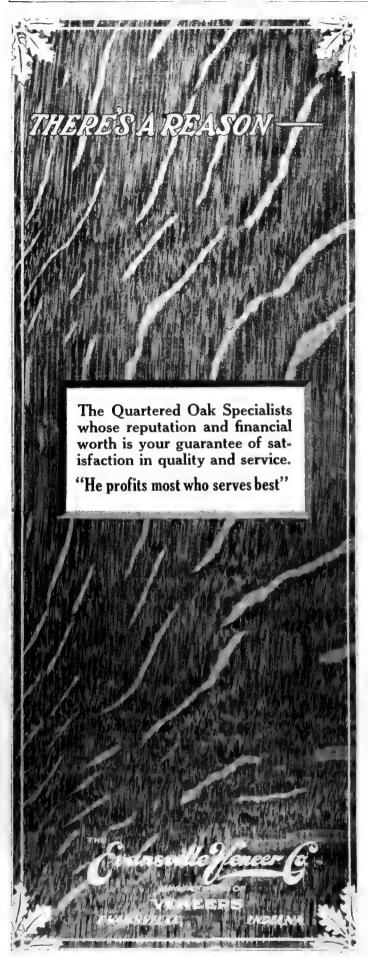
The supreme test of efficiency in veneer laying is admittedly the ability to successfully veneer bent shapes. It was on this work that the reputation and growth of our business was founded—this and a quite uncommon bent for artistic matching.

And remember, when you are ready to order we have a complete selection of veneers for your choice.

F. EGGERS VENEER SEATING COMPANY

TWO RIVERS,

WISCONSIN



somewhat by installing a single piece of equipment is pretty likely to give considerable attention to the subject.

Right along this line it ought to be emphasized that it is good business to dry the veneers both at the plant where they are made and at the consuming factory. Even though careful methods are in vogue at the mill, and the veneers are shipped in good condition, they are likely to absorb additional moisture in transit, especially if the crates are exposed at transfer points. Most shipments of veeners go in l. c. l. lots, and there is no assurance that they will move to destination in the car in which they were shipped. Consequently it is a good idea to redry the stock when it is received, in order that any undesired moisture it may have taken up in coming through from the mill may be eliminated. This will take a little time, it is true, but this is one case where hours put in in redrying means dollars saved in anticipated complaints from customers.

After completed panels are taken out of the presses, some time should be allowed to elapse before they are sanded and made ready for use in the case, in order that the matter of dryness may be disposed of with complete satisfaction. A comparatively short time is required for this, and if the panels are put on sticks in a room where warm air is circulating, a day or two will suffice to put them in shape for use.

Wisconsin Seating Company Now Owned by Thomas A. Edison Affiliated Interests

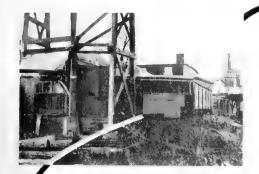
Thomas A. Edison is president of the Wisconsin Cabinet & Panel Company, New London, Wis., which firm succeeds the Wisconsin Seating Company. The transaction providing for the new ownership has been consummated and the new control will take effect early in January. The Thomas A. Edison interests are centered at the headquarters in West Orange, N. J.

In addition to Thomas A. Edison as president, the other officers will be Charles Edison, chairman of the board of directors, S. B. Mambert, vice-president and financial executive, and Frank L. Zaug, vice-president and general manager. With Mr. Zaug continuing in active charge of the business, there will be no change in the local management.

The announcement of the Wisconsin Cabinet & Panel Company emphasizes the fact that it will continue the panel and built-up department, and in fact that this department will turn out more goods than before. The factory formerly engaged in the manufacture of chairs and school desks is to be used for the production of cabinets, while the theater chair division will be continued as before. The plant has been producing and will continue to manufacture a vast number of high-class cabinets for Edison phonographs.

In an interview granted at New London, Wis., Charles Edison, representing his father, said that prior to the fire at the Edison plant in 1914, the Edison shops had been manufacturing their own cabinets, but due to the fire it was necessary to place these orders with different woodworking plants. The growth of the business made imperative such an extension of these contracts that now there is a total of eighteen plants in the United States devoting practically all their energies to the manufacture of Edison cabinets. The former Wisconsin Seating Company was one of these plants and is particularly well located and equipped for the work. Hence, it seemed advisable to negotiate for the purchase of that unit.

The increase in output which will result from the change will increase the present force of 350 by an additional hundred employes during the next two months.





A Big Point to Panel Buyers

From the time the log enters our veneer house to its shipment in the freight car as high grade panels, every phase of the transformation is based on methods thoroughly proven in our own cabinet departments to be productive of the most perfect product for cabinet work.



So varying are the requirements of different types of panels that the successful buyer should ask himself before each purchase "why can this firm make my particular panels as they should be made"?

One thing alone indicates the answer—if that company has already made those panels successfully it can do so again.

Is there any surer way of learning the proper manufacture of any type of panels than to use it in your own goods and locate and remedy any defects of manufacture or material in your own shop?

In this space we will show you the WISCOWAY in all its phases and cordially ask that you watch our story

THE WISCONSIN CABINET & PANEL CO. NEW LONDON, WISCONSIN





Veneer Buying

Should the Producer or the Buyer Carry the Stock?

HAT there are many points to be considered in connection with veneer buying goes without saying, and now and then some very interesting points turn up. For example: A planing

mill man who uses a fair amount of veneer in doing millwork had an extensive job of interior finish on a store building, in veneer, involving the use of quite a lot of figured mahogany. In contracting for the veneer he took the details of the job and submitted them to the veneer manufacturer, who supplied samples to suit the architect, and in buying the veneer this planing mill man made his agreement that he would pay so much for enough veneer to complete the job. In other words, he bought the exact finished measurement and had the veneer man shoulder the problem of making allowance for and taking care of the waste.

This, naturally, made safe figuring for the millman, and the veneer manufacturer probably got enough for his stock to take care of the extra amount to trim and fit into the job. If a piece, or a dozen pieces of veneer, showed defects and were not up to the specifications, the architect was asked to pass on it before it was glued up, and it was returned to the veneer manufacturer. In that instance the whole plan worked very nicely, because both the veneer manufacturer and the veneer user were in the same city. How it might work if a veneer user should do business on this basis with a manufacturer in a different city may be a question.

This instance is a reminder that there are two ways of buying veneer. One is buying for immediate needs and with a view to filling the need only; the other is buying to get such lots of stock as may be used up to advantage. Which method should be followed probably depends upon the veneer user and his work. For a large piano manufacturer, it naturally is a better policy to buy in quantity such veneer as he thinks will turn out the best looking piano cases; that is, entire flitches or the entire batch of stock in some shipment. In the same way some furniture manufacturers advantageously buy large quantities of a given kind of veneer, because it suits their business in a general way.

Then there may be other manufacturers who do not find it well to look far beyond current needs, because their needs vary and they do not know just what will be called for next. These are in a quandary occasionally when they want a little special figured wood, whether to buy just what they need or try to buy a quantity that will include not only what they need, but a lot of other stock, for the sake of getting a job lot of veneer.

There is such a thing as going back over the work of the past year to try to anticipate the demand of the coming year, and lay in veneer that one thinks will be attractive, just as one lays in a stock of other material; then feature this veneer to prospective customers and strive to lead the possession, instead of tagging along and contenting one's self with filling every peculiar notion that buyers take. It may not be wise to risk too much on it, but it is a tendency that may well be followed. The users of smaller quantities may wisely cultivate the practice of buying in more liberal quantities of certain kinds of veneers, instead of barely for immediate needs.

Not "How Much Pressure" but "How

Generally speaking, it takes more pressure to do a good job with thick veneer than with thin. Not because thick veneer has to be pressed tighter together, but because the wrinkles and uneven places in thick veneer require more pressure to flatten them down and insure thorough contact all through the joint. With very thin face veneer only a small amount of pressure is necessary to bring it down flat and firm against a core body. There is probably three times as much pressure used in the average glue room as is really necessary, or rather would be necessary if enough care were taken in smoothing down the core stock and making cauls and forms that will come down flat on the face all over. It is a good idea to try to save pressure by doing neat, smooth work, and to try some experiments and see, not how much pressure can be put on the work, but how little can be used for good work. On the theory that it takes more pressure for thick veneer, it also takes more pressure comparatively for a lot of veneer panels in a press than it does for one or two.

After a day's work in the dusty shop or mill a good, long walk in the open air, preferably in the country, will put one in better shape for a night's sleep and for the next day's work. It will be tiresome the first night, less so the next, and by the end of a week will be found restful.

A concern prominent in the manufacture of gluing appliances says it frequently has inquiries for competent young men to take charge of glue rooms in good factories, but that such men are hard to find. It suggests that ambitious young men will do well to fit themselves for this work.

The Question of Defective Veneered Work

A Case Where Serious Defects Were Shown to Have Resulted From Apparently Simple Errors



FURNITURE MANUFACTURER had been troubled with blisters in crotch veneer and with veneer coming loose along where it had

been jointed. Being unable to find out the causes he called in a specialist in woodworking and learned that everlasting vigilance is necessary to produce high grade veneered work. The investigation was started in the usual way, beginning at the place where the trouble was first discovered. This was on a returned article, since much of such trouble was not found until after goods had been shipped. In this case a customer had returned a large mahogany hall rack because the varnish was full of fine cracks along the line of the joint in the veneer, extending about a quarter of an inch on either side of the joint. These cracks were present on all joints except one, and along that one the varnish was as good as anywhere on the piece. Along some of the joints the edge of the veneer was raising, while this one particular joint seemed to be perfect in every way.

The finishing foreman said the cause was not in his department, because all parts of the case had been treated alike, and if the cause of the trouble lay in the manner of finishing, or the materials used, the case would be affected all over. Asked for his theory as to the cause, he said that the veneer man could not have put enough glue where the joints were loose. Asked for an explanation of the cracks in the varnish along the line of the joints, he said that there must have been some dope or acid in the glue, and this came through the joint and burned the varnish.

The foreman of the veneer room, when asked for his theory of the cause of the trouble, said that there must have been some dope in the finishing material, which went through the joint and burned the glue, causing it to loose its hold. Asked for an explanation of why the varnish cracked along the line of the joints and nowhere else, and that one joint was not only free from cracks, but was not even coming loose, he said that it was a question for the finishing department to explain. But his theory was that when the dope in the stain came in contact with the glue through the joint, a combination was formed that was injurious to the varnish.

There was not much to be gained from these conflicting opinions, so an independent investigation was conducted. They started in the finishing room, tracing the work through the different processes, making inquiries regarding the materials used in the stains and fillers, but could find nothing that would show that the system of finishing was in any way responsible for the trouble.

They then went to the cabinet room, where the men were cleaning up the stock. Here were men with different jobs advanced to various stages, but nothing could be seen that appeared likely to cause trouble. They were about to pass on to the veneer room when they noticed a truckload of stock that had no tape on the joints, and did not look as though it had ever had any. They then went to the veneer room and found men laying the veneer with the tape side down. In reply to inquiries as to why this was done, the foreman said the tape was put on the under side so that it would not have to be removed before the stock was put through the scraper. This, the expert said, was the cause of the trouble. The tape did not hold the veneer with the grip necessary to keep it down. It is true that glue was used to stick the tape, but the conditions under which the tape was put on were not conducive to permanent work as when the glue was applied and the stock put under pressure at once.

But the question arose as to what that had to do with the varnish cracking along the edge of the joint, and took them back to the finishing room, where they began a very close examination of the returned article. Raising the veneer along the line of the joint, they found that the tape, which was clinging firmly to the core stock, had been the means of holding considerable glue-much more than was required. Now, too much glue is fully as bad as not enough, and the case under investigation was no exception to that rule, as it had cracked all along where it was held by the tape. In addition to this, the veneer along the line of the joint was raised up the thickness of the tape, and the scraper and sander had cut this part down very thin-so thin in some places that the glue was showing through and had to be touched up in the finishing room. When this body of glue cracked it forced the thin veneer above to spread, and this cracked the varnish.

During this time they had been looking for something that would likely reveal the cause of the crotch veneer blistering, but had not found anything. So they went to the finishing room and found the stainer using a water stain and rubbing it in with a rag. He said he could not otherwise get the stain to take to the wood, but did not know why. A close inspection showed that the veneer was saturated with oil. He said that the stock was that way when it came from the cabinet room. Then, in the cabinet room, it was found that the cabinet makers were complaining because they could not make a good job cleaning up on account of so much oil in the

Figured Red Gum

EPONTAGRADO DE LEGICAS L'ESTRO L'ESTRE 1.2021 1.2021 DESCRIPE DIRECTOR. L'ELGERGRES MODIFICIOLE EL MINISTE

and

The LOUISVILLE VENEER MILLS

Doesn't the mention of one remind you of the other? We were the pioneers in the introduction and development of Figured Red Gum. We were the first to actively promote its use as a high-grade cabinet wood.

Our great experience in the necessary careful selection of logs and the manufacturing into Veneers enables us to offer you the kind of Figured Red Gum Veneers that will make your product attractive and quick-selling.

We are by far the largest cutters of Figured Red Gum Veneers—it's our specialty—always carry immense stocks, and are, therefore, in best position to send you samples of variety of wood from which you can make your own selection.

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Denis Grandsaren antenninner

WHEN YOU WANT FIGURED RED GUM COME TO HEAD-QUARTERS

The Louisville Veneer Mills

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Makers of GOOD Vencers and Panels
for more than a quarter of a century

LOUISVILLE, KENTUCKY

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veneer. The scraping machine operator made a similar complaint, and the machine was often tearing holes in the veneer instead of scraping it smooth.

At last they were back in the veneer room again, and the foreman said that it was necessary to use lots of oil to keep the cauls from sticking. He was instructed to use more wax and less oil and advised that if he did this trouble would no longer be experienced. But he asked why the oil caused the veneer to blister, as it had always been contended that oil would not affect glue. He was told that oil would not affect glue after the glue is once hard and dry, but oil coming between the glue and the wood, and being forced there by the hot caul, while the glue was in the liquid state, prevented the glue from holding on the wood. Hence the blisters. As to the joint in the rack that did not go bad, by scraping through the veneer at this joint it was found that there was no tape beneath. This particular joint had evidently been laid right side up by mistake.

Louisville Veneer Mills Making Improvements

H. E. Snyder, sales manager for the Louisville Veneer Mills, Louisville, Ky., manufacturers of veneers, lumber and veneered tops and panels, describes the new equipment that this company is putting in at its Louisville plant. He says that the company is going strong into the figured wood business in American walnut, mahogany and in its old specialty, quartered figured gum. A new warchouse 100x200 feet, two stories high, is being erected and this provides for additional stories to be added if necessary. Three new Morton dry kilns are being installed for lumber drying, which will give a capacity of 20,000 feet a day for drying lumber cores. The lumber yard will be completely equipped with tracks for facilitating the handling of lumber trucks, and lumber will be unloaded direct from cars to these trucks and not removed therefrom until it is ready to be machined.

A fine, new mechanical dryer is being installed for thin veneers. This will relieve the pressure on the present dry house, which building will be converted into a machine room for built-up stock and several new machines will be installed. These improvements, of course, are directed toward efficiency and increased output.

The Louisville Veneer Mills have stood for a good many years as a standard in proper manufacture, and beyond that as being one of the most complete veneer factories in the country. In addition to the facilities for veneer manufacture, the plant is equipped with a band mill for getting out flitches and sawing lumber. The veneer equipment consists of two veneer saws, two slicers, two rotary cutting machines and a well-equipped department for built-up stock.

It frequently transpires in any industry that the pioneers—those who hew the trails and mark the way for late comers, become fagged by their pioneering and are not able to keep up with the energetic actions of the late arrivals who operate on more smoothly defined paths. However, in the case of the Louisville Veneer Mills the direct opposite is true. The company is still a pioneer in many ways, but its pioneering has led to short cuts through efficient and proper manufacturing methods, keeping it in the van in veneers and panel manufacturing circles.

It is said to be much easier to reject a new idea than it is to comprehend it, and many a man who has offered a new suggestion to his boss will mentally certify to this point; but sometimes the boss may have a better comprehension of the idea than you think, and for that reason rejects it.

WALNUT

You buy shoes from a shoe store because it specializes in shoes. By the same reasoning you should buy walnut where walnut is the exclusive product; where concentration on one wood has made possible specialized study of every point of manufacture and han-

oint of manufacture and handling. If you would understand the methods which have made our walnut accepted as standard, you are cordially invited "to see it done" at our plant



This Plant produced Seventeen Million Feet of American Black Walnut last year—but will go much beyond that this year.

Pickrel Walnut Co. St. Louis, Mo.



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SINGLE-PLY VENEERS in various sizes and thicknesses from Ash, Basswood, Elm and Maple



PERKINS GLUE COMPANY

SOLE MANUFACTURERS AND SELLING AGENTS **PERKINS**

Vegetable Veneer Glue

(PATENTED JULY 2, 1912)

805 J. M. S. BUILDING SOUTH BEND, INDIANA

Sawing Glued Stock

LUE is a pretty hard thing for the keen points of I saw teeth, and the sawing of glued stock to exact dimensions is much more difficult than sawing plain dry Trouble comes from two sources. One is the glue taking the points off the teeth; the other is, the glue adhering to the saw blade more or less and thus causing friction or calling for more set.

A comparatively simple remedy would be to use coarse, heavy saw teeth, but it is a remedy that cannot well be applied, for in sawing panels and other glued stock to dimensions it is frequently imperative to cut them smoothly and very exactly, consequently coarse saws used for rough stock-cutting will not do in this work. Neither is it safe to use extremely thin saws with keen "briar" teeth. One might use thin saws of very small diameter, but this makes the work cost too much where large quantities are made, because to save time panels should be cut in bundles from two to three inches in thickness.

So it becomes necessary to have a saw large enough to reach some thickness, then to have enough body and thickness in the blade to stand up, and teeth strong and sharp on the edges and corners. They must be very carefully set, too, otherwise the saw marks on the edges are objectionable; and, taken altogether, the keeping of saws in proper order to trim panels and other glued stock to size is quite a job. The secret of success, besides selecting saws and machines, consists largely in making frequent changes.

It does not matter how long saws are expected to run on ordinary cabinet work. All rules and data of this kind have to be disregarded in cutting glued stock, and saws changed just as soon as they become dull and go shearing away, it matters not if it is six times a day. Change them, keep them sharp, and use a little coaloil to clean off the glue adhering to the blade. Be careful about using coaloil, though, while the saw is at work, because it is good neither for glue nor for face veneer work, and reckless use of it may do damage. Take oil and waste and clean the saws off when they are taken from the machine for change, and to facilitate frequent changes have automatic machines for sharpening saws.

There are machines made that will sharpen either cross-cut or rip saws, and by sharpening more frequently the cut of the machine is lighter and keeps the saw in better shape. It is not nearly so hard to keep saws in shape with an automatic machine, as it is when hand filing must be depended upon.

There is not much danger of the average veneer user becoming overstocked with veneer. The danger is the other way-that he will neglect buying and be unprepared to do some of the work that comes his way. It is a good idea to remember that veneer stock, if properly stored, will keep indefinitely, and with some of it the longer it is kept the better, within reasonable limits.

H. H. HITT LUMBER CO.

——Manufacturers of——

"TENNESSEE VALLEY HARDWOODS"

Hardwood LUMBER



Hardwood FLOORING

DECATUR, ALABAMA

"Oak Flooring Specialists"

We're selling satisfaction along with our Lumber. Let us prove it by shipping you some of the following stock:

Quartered White Oak

27,000' 4/4 1st & 2s 93,000' 4/4 No. 1 Common 32,000' 4/4 No. 2 Common

12,000' 4/4 Clear Strips

Plain White Oak

38,000' 4/4 1st & 2s 73,000' 4/4 No. 1 Common 42,000' 4/4 No. 2 Common

Plain Red Oak

47.000' 4/4 1s & 2s

88,000' 4/4 No. 1 Common

23,000' 4/4 No. 2 Common

45,000' 5/4 1s & 2s

11,000' 5/4 No. 1 Common

28,000' 6/4 No. 1 Common

37.000' 4/4 No. 1 Com. & Btr.

8,000' 8/4 No. 1 Com. & Btr.

6,600' 12/4 & 16/4 Com. & Btr.

19,000' 4/4 1s & 2s

38,000' 4/4 No. 1 Common

27,000' 4/4 No. 2A Common

64,000′ 5/4 Com. & Btr. 43,000′ 5/4 No. 2A and No. 2B

18,000' 8/4 Com. & Btr.

2,500' 8/4 No. 2A Common

Red Gum

13,000' 4/4 1s & 2s

15,000' 4/4 No. 1 Common

Sap Gum

125,000' 4/4 1s & 2s

180,000' 4/4 No. 1 Common

85,000' 4/4 No. 2 Common

Bay Poplar

132,000' 4/4 1s & 2s

89,000' 4/4 No. 1 Common

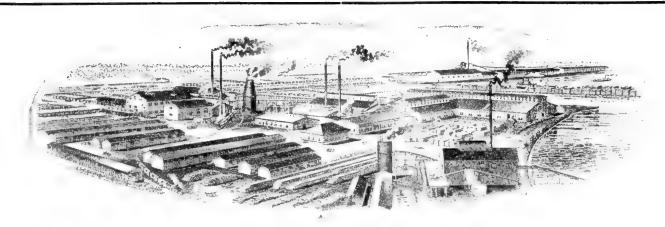
64,000' 4/4 No. 2 Common

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Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

The Mail Bag

B 1077-Poplar Wanted

Milwaukee, Wis., Dec. 4.—Editor Hardwood Record: We are in the market from time to time for 5/4" as well as 8/4" poplar. Will you put us in touch with manufacturers of this stock?

Clubs and Associations

Southwestern Hardwood Traffic Association Formed

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, has returned from Little Rock, where he assisted in organizing the Southwestern Hardwood Traffic Association, which has been formed for the purpose of bringing about closer relations between the lumbermen of Arkansas and also for the handling of the various matters of interest to them aside from those dealing specifically with traffic questions. Mr. Townshend explained that an agreement was recently reached between the Southern Hardwood Traffic Association, with headquarters at Memphis, and the Arkansas lumbermen whereby the former is to handle all traffic matters for the latter. It was decided, however, that the Southwestern Hardwood Traffic Association should hold meetings at stated periods and that Mr. Townshend should attend these meetings to deal with such traffic matters as may come up.

It was decided that constitution and by-laws for the Southwestern Hardwood Traffic Association should be adopted, and that officers should be elected. Those chosen to direct the affairs of the new organization for the first year follow: Howard Coles of the Arkansas Oak Flooring Company, Pine Bluff, president; D. S. Watrous of the Little Rock Lumber & Manufacturing Company, Little Rock, vice-president; R. R. McIntyre of J. F. McIntyre & Sons, Inc. Pine Bluff, secretary and treasurer, and J. H. Townshend, Memphis, assistant secretary.

Six directors elected were C. H. Murphy, manager of the Saline River Hardwood Company, Pine Bluff; W. H. Wheeler of the Norton-Wheeler Stave Company, Pine Bluff; R. G. Bruce of E. L. Bruce Sons Company, Little Rock; Frank F. Fee of the Fee-Crayton Hardwood Lumber Company, Dermott, Ark., and F. L. Gregory of the Bliss-Cook Oak Company, Blissville, Ark.

The meetings of this association are to be held monthly, and the first took place December 9. Little Rock will be headquarters.

In view of the affiliation of so many Arkansas lumbermen with the Southern Hardwood Traffic Association, and in view of the greatly increased work that will devolve upon this organization, Paul Fischer has been made assistant secretary and F. B. Larson has been employed as an assistant in the Memphis office. Mr. Larson has for five years been traffic manager of the Lumbermen's Bureau in Washington and has had much experience in handling rate and other matters before the Interstate Commerce Commission. He has also had a great deal of experience in the traffic departments of several of the larger railroad systems having their headquarters in Chicago.

The new members in Arkansas who have identified themselves with the Southern Hardwood Traffic Association are given herewith: Morgan Veneer Company, Pine Bluff; Saline River Hardwood Company, Pine Bluff; J. F. McIntyre & Sons, Inc., Pine Bluff; Twin Cities Hardwood Company, Pine Bluff; Norton-Wheeler Stave Company, Pine Bluff; H. A. Bennett Stave Co., Pine Bluff; J. H. Hamlen & Sons, Little Rock; McLean-Arkansas Lumber Company, Little Rock.

The Southern Hardwood Traffic Association has grown from a very small beginning to one of the most important of its kind in the entire country. It has handled traffic matters for the southern hardwood producing territory in such a capable manner that it is looked upon as one of the most important and influential traffic organizations in the United States. It is recognized as such by the Interstate Commerce Commission in Washington and also in railroad circles throughout the country. The large addition of members from Arkansas will very greatly strengthen the association in numbers and in influence.

It may be stated in this connection that at the annual meeting of the association to be held in Memphis, January 18, the board of governors will be increased from eighteen to twenty-four, and that six of these will be chosen from among the Arkansas members. This was agreed upon at the time the affiliation arrangements were perfected between the Southern Hardwood Traffic Association and the Arkansas lumbermen.

Baltimore Lumber Exchange Annual

Nearly one hundred Baltimore lumbermen attended the annual meeting and banquet of the Baltimore Lumber Exchange on December 5 in that city, which marked the close of the season. The meeting was held in the rooms of the Merchants' Club. Unqualified satisfaction was expressed over the results attained during the year, and genuine optimism was manifested regarding the future.

The report of Chief Inspector J. G. Creamer showed that the quantity of cypress inspected during the year was 1,893,696 feet and of hardwoods

The total quantity of lumber of all kinds inspected was 8 469 495 86,717,762, which was some 2,000,000 feet less than in the previous year, but still is regarded as a good showing in view of all the circumstances. Much of the lumber handled by Baltimore firms and corporations is not inspected under the Exchange authority at all and consequently does not figure in the statement.

Secretary L. H. Gwaltney read the minutes of all the meetings held by the exchange and by the managing committee during the year, which gave the members a complete summary of what had been done.

Mr. Goodenow in his address said that business had been better in 1916 than in 1915 and very much better than it was two years ago. He felt hopeful that the improvement noted would continue and that prosperity would come to all in 1917.

The exchange reaffirmed its subscription of \$1,000 to the fund raised by the Maryland League for National Defense, and it was also voted to assess the members for a small deficit which remained at the end of the year.

A resolution offered some time ago by Alexander Campbell of the James Lumber Company on the marking of contents on yellow pine was acted upon by the adoption of a substitute resolution. The secretary was directed to cast the ballot for the ticket put up by the nominating committee, as follows:

PRESIDENT—Parker D. Dix, Surry Lumber Company,
VICE-PRESIDENT—Pembroke M. Womble, Georgia Pine Company,
TREASURER—Luther H. Gwaltney, American Lumber Company,
MANAGING COMMITTEE—Pembroke M. Womble; Rufus K. Goodenow,
Canton Box Company; John L. Alcock, John L. Alcock & Co.; William M.
Burgan: David M. Wolf, Canton Lumber Company; Henry D. Dreyer,
H. D. Dreyer & Co.; Philip Green, Wm. C. Scherer & Co., Inc.; John J.
Kidd, Kidd & Buckingham Lumber Company; Theodore Mottu, Theo.
Mottu & Co.; Frederick A. Ascherfeld, James Lumber Company; George
E. Waters, George E. Waters & Co.

The secretary will be designated later by the managing committee, but there is no doubt that Mr. Gwaltney will continue to act in this capacity.

A change was made in Article 3 of the by-laws, relating to the time when dues must be paid, and the exchange was further reminded that this is the last year in which the organization can continue to do business under the old charter. The managing committee was thereupon directed to arrange for a new charter.

This ended the business in hand, and the members and their guests proceeded to the banquet hall, where business gave way to festivities, with Rufus K. Goodenow acting as toastmaster.

Form Cut-Over Land Association

Jno. W. McClure, secretary of the organization committee, has sent out invitations to 500 owners of cut-over lands in the delta section of the Mississippi valley to meet in Memphis Saturday, December 16, to perfect organization of the Southern Alluvial Land Association. This association proposes to advertise alluvial lands in the valley territory extending from Cape Girardeau, Mo., and Cairo, Ill., to the southern extremity of the alluvial land belt, with the view of attracting immigration to this section.

There was a meeting of a committee of five representative lumbermen in Memphis November 28, who discussed various features connected with the establishment of such an association. A number of features were decided upon at that time, including the organization of an association separate and distinct from the Gum Lumber Manufacturers' Association, the confining of the work of this association to cut-over lands in the delta regions of the valley states, and providing that revenues for running the organization should come from an assessment on such lands as were represented in this organization. This committee was composed of Jno. W. McClure, Bellgrade Lumber Company; W. B. Burke, Lamb-Fish Lumber Company, Charleston, Miss.; W. C. Bonner of J. H. Bonner & Sons, Heth, Ark.; W. E. Hyde, Lake Providence, La., and Chas. E. W. Luehrmann of the Chas. F. Luehrmann Hardwood Lumber Company, St. Louis.

Immediately following this meeting of the organization committee and the announcement of what it had done and what it would recommend, decided interest in the subject of advertising cut-over lands sprang up. Mr. McClure and other members of the committee are in receipt of numerous letters from owners of such lands in the section to be advertised not only commending the movement, but signifying their intention of becoming identified therewith.

Indications are that the new association will start with a membership representing at least 2,000,000 acres of cut-over lands and, after the organization is put on a working basis early in the new year, a nationwide advertising campaign will be begun.

The call for the organization meeting as issued in the invitation sent out by Mr. McClure is given herewith:

Are your undeveloped lands an asset or a liability under present conditions?

Have you the time and experience to devote to the intelligent handling and disposition of this valuable by-product of the lumber and forest products industry?

products industry?
Shall we wait for generations yet unborn to discover the possibilities of these alluvial lands, or shall we conduct an intelligent campaign of publicity to draw into this wonderful territory the class of farmers from other sections who are now seeking opportunities in Canada, Alaska and other far off lands while uninformed of the greater opportunities in the fairest and richest lands of the South?

The new federal land banks will release an enormous volume of capital into farm investments and will open new opportunities to tenant farmers of the entire country to buy and develop their own farms.

Shall we let this development and this capital go elsewhere when we have the best proposition in the entire country?

What is the solution? Co-operative effort, properly conducted and intelligently directed

telligently directed.

This committee, appointed by the directors of the Gum Lumber Manu facturers' Association, has decided that a separate and distinct organization is necessary for the proper handling of this important work.

We, therefore, extend this invitation to you to attend a meeting of alluvial land owners to be held at Gayoso hotel, Memphis, Tenn., 10 a.m., Saturday, December 16, 1916, for the purpose of perfecting an organization

The time has arrived for prompt action. The possibilities of this coerative movement are tremendous. Your own interests demand that you attend this meeting.

It is generally believed that the attendance will be unusually large, as there are thousands of acres of these lands ready to be marketed, and as peculiar interest attaches thereto on the part of both owners and prospective buyers as a result of the abnormal prices being commanded by cotton, corn and all other crops that can be grown on these lands. The time is regarded as opportune, and if the new association does not begin with a large and wholly representative membership, the five men who have outlined the proposition and sent out the invitations will be very much surprised. They are certainly looking forward to a big meeting and to a day that will long remain auspicious in the annals of the hardwood lumber industry.

St. Louis Lumbermen's Exchange to Hold Annual Election December 12

Preparations are being made for the annual election of officers and members of committees of the Lumbermen's Exchange, which will take place on December 12.

The following are the division nominations that have been made:

Division A—Retailers—Chairman, R. E. Gruner of the Philip Gruner & Bros. Lumber Company; representative director, Julius Seidel of the Julius Seidel Lumber Company; first vice-representative, H. A. Boeckeler of the Boeckeler Lumber Company; second vice-representative, J. A. Reheis, St. Louis Lumber Company.

Division B—Hardwood—Chairman and representative director, C. E. Thomas of the Thomas & Proetz Lumber Company; first vice-representative, Thos. E. Powe of the Thomas E. Powe Lumber Company; second vice-representative, E. H. Luehrman of the C. F. Luchrman Hardwood Lumber Company.

Company.

Division C Yellow pine manufacturers and wholesalers—Chairman and representative director, R. E. McKee of the Long-Bell Lumber Company; first vice-representative, B. L. Van Cleave of the Van Cleave Samill Company; second vice representative, C. K. McClure of the South Arkansas Lumber Company.

DIVISION E—Tie and Timber Division—Chairman, J. W. Fristoe of the F. J. Moss Tie Company; representative director, A. J. Gorg of the A. J. Gorg Tie Company; first vice-representative, E. A. Nixon of the Western Tie & Timber Company; second vice-representative, W. W. Watkins of the Joyce-Watkins Company; treasurer, F. P. Hearne of the Hearne Timber Company.

Company.

Division D. Commission men, has asked for longer time to make nominations, because of changes in membership.

Each division will vote for its own officers and within a week from that date the representative directors of the various divisions will meet and elect from their own number a president of the exchange to succeed the present president, G. W. Funck, who is not eligible for reelection.

The nomination for representative directors indicates a nomination on the part of the division of its candidate for president of the exchange. These are Julius Seidel, C. E. Thomas, R. E. McKee and A. J. Gorg.

After the president is elected there will be appointed a treasurer and secretary. The latter will probably be O. A. Pier, who is now secretary and who is the only salaried officer connected with the exchange.

In addition to the above there will be members on the arbitration and appeals committee from each of the divisions.

Memphis Club Nominates New Officers

The first step in the election of officers of the Lumbermen's Club of Memphis for the ensuing year was taken at the semi-monthly meeting held November 25, when President Nickey announced the following nominating

NUMBER 1—John M. Pritchard, secretary Gum Lumber Manufacturers' Association, chairman; G. E. Beckendorf and E. L. McLallan. NUMBER 2—F. W. Dugan, F. W. Dugan Lumber Company, chairman; Walter Holgrafe and Bart C. Tully.

These committees will report at the next regular meeting to be held December 9 at which time the names of the candidates will be made public. The election itself will be held December 16. As soon as the names of the candidates have been made known an active campaign will be launched by those who have been thus honored. This election campaign will prove the source of a great deal of enthusiasm and interest on the part of the entire membership and will contribute largely to the continued success of this organization.

J. R. Paine addressed the club on the need of active co-operation in the farm development movement and asked that members of the Lumbermen's Club of Memphis take an active part therein. President Nickey told Mr. Paine that he would call a meeting of the lumbermen's farm development committee within the next few days and that the latter would give all the assistance it could in connection with this matter.

R. L. Jurden, president of the Business Men's Club Chamber of Commerce, commended the members of the Lumbermen's Club on their spirit of loyalty and co-operation. He said the membership of the B. M. C. was drawn more largely from among the lumbermen than from among any other line of business.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, gave a report of his trip to Washington during which he attended a meeting of the national council of the Chamber of Commerce of the United States which is planning to send out a referendum on the proposed enlargement of the Interstate Commerce Commission on the proposed plan to give the commission sole power in the regulation of freight rates and on the proposed law to divert all railroad taxes to the federal treasury. Mr. Townshend explained that the Southern Hardwood Traffic Association opposed the abolishment of state railroad commissions on the ground that the latter frequently gave the lumbermen relief which was refused by the Interstate Commerce Commission. He said, however, that the association was very strongly in favor of an increase in the size of the Interstate Commerce Commission, tho it did not approve of the idea of establishing regional commissioners.

Henry J. Davis of Henry J. Davis & Co., Clarksdale, Miss., and Chas. P. McManus, resident manager of the Probst Lumber Company, Cincinnati, were elected active members. On motion of H. B. Weiss, chairman of the membership committee, Earl Palmer, who recently removed to Memphis from Paducah, Ky., was elected an active instead of associate member.

The attendance at this meeting was unusually large. The usual luncheon was served.

Northwestern Hardwood Men in Annual

The Northwestern Hardwood Lumbermen's Association held its twentyninth annual meeting at the West Hotel, Minneapolis, Minn., Tuesday, December 5, followed by the annual banquet. The importance of the jobber was emphasized by speakers. The meeting was well attended and the spirit indicated progress which may make the association a larger factor in the trade in the near future.

In his annual address President Jones dealt with the future of the hardwood jobber. He spoke of the economic and business necessity of the jobber, declaring it as his opinion the hardwood business could not exist without the jobber. "The jobber," said Mr. Jones, "is the acknowledged sales expert and student of the hardwood lumber business. can not take the expert out of any line of business and expect that business to be a success." He said talk of direct selling, elimination of the jobber, did not appeal to him as sound business policy.

Reports of officers were next presented. A. F. Websky, for the railroad committee, told of changes in rates made effective in the year, and spoke of the proposed rule of the Interstate Commerce Commission increasing demurrage charges.

Discussion of the question of proposed increased demurrage was asked by D. F. Clark, who is a member of the traffic committee of the National Hardwood Lumber Association. H. Boornem declared that he thought higher demurrage would speed lumbermen up, but doubted if any change should be made that would permanently increase the demurrage charges. J. M. Okoneski opposed any change, stating conditions are unusual at this time, but believing it is up to railroads to correct abuses. Payson Smith said federal authorities now have ample power to correct such abuses as shippers using freight cars for warehouse purposes. He said exercise of this power would overcome all difficulties and keep cars moving. President Jones said he hoped extra demurrage charges would not be added. as the jobber now works on a narrow margin.

A brief review of the year's work was presented by Secretary J. F. Hayden. In this he asked the members if it is the intention for members to send him their prices monthly, he to strike an average and submit the average price list to members.

P. M. Parker moved that the system inaugurated last year be continued and after discussion his motion was carried by rising vote.

Increase of annual dues from \$5 to \$10 was suggested by H. Booraem. He said the association should have an assistant secretary to devote time to detail work along lines that will make the organization of greater use. Formal action will be taken at the January meeting.

"The Hardwood Business, Past, Present and Future" was the subject of an interesting address by Payson Smith. In his talk Mr. Smith briefly reviewed the battle over rules. He said that in some cases manufacturers are bitter against jobbers for refusing to accept changes as urged by the manufacturers. He hoped this feeling of soreness would not go so far that manufacturers would withdraw and set up a separate association, thus creating conflicting interests. From his experiences in the manufacturing field, and from observation, Mr. Smith concluded that lumbermen, largely due to lack of co-operation, have received the least compensation for labor, accomplished the least for effort expended and capital invested than is true of any other class of business handling a similar amount of funds in its operations.

"Our customer is our best friend," said Mr. Smith, "and the jobber is a customer. If the jobber is to hold his place his slogan must be 'Uniform Prices, Straight Grades and Service.' The trade will prefer to deal with the jobber, rather than direct with mills, if the jobber gets and gives service that is uniform and fair."

J. M. Okoneski detailed some of the more important grade changes proposed by the Wisconsin manufacturers. He said they are more workable than changes proposed last year, but even so will be bad for the lobbers, who now find too many grades for small stocks. He considered the proposed changes will cause quite a disturbance in values, but will be good for the big manufacturer and for the yard trade.

H. Booraem spoke on "Shipping High-Grade Lumber." He said that it is especially difficult for twin city jobbers to convince buyers that while much of Minnesota's native hardwood is of poor quality it is not all that way. He said lumber should be sold for what it really is, and when stock is good say so, being as frank to admit defects when they exist.

President T. T. Jones declined re-election, and the officers were elected, upon recommendation of the nominating committee consisting of F. H. Lewis, A. H. Barnard and Harry P. Sutton, as follows:

PRESIDENT—P. M. Parker.
VICE-PRESIDENT—Payson Smith.
SECRETARY—J. F. Hayden.
TREASURER—F. H. Lewis.
ARBITRATION COMMITTEE—T. T. Jones, F. M. Bartelme, J. M. Okoneski,
C. Bennett and Harry P. Sutton.
MEMBERSHIP COMMITTEE—D. F. Clark, H. Booraem and D. R. Stanton.

With the Trade

Geo. C. Brown & Co. in Big Transaction

Geo. C. Brown & Co., with headquarters at Memphis and mill at Proctor, Ark., have disposed of 5,000 acres of cut-over lands in St. Francis county, Arkansas, and have likewise purchased 6,600 acres of timberland in Chicot county, Arkansas, and 7,000 acres of timber and stumpage in Calhoun and Grenada counties, Mississippi. Announcement of the completion of these transactions has just been made by L. E. Brown, president, and H. B. Weiss, secretary and treasurer. Both of these gentlemen stated in this connection that the company has options on other large tracts with view to future operations of the mill of the company, which is located at Proctor, and of the other mills which are to be established later. One of the stumpage tracts purchased in Mississippi consists of 4,000 acres owned by the Provine family. This is said to contain the finest body of white oak timber in Mississippi. Another tract of 1,400 acres of timberland which also lies near the Provine tract has been secured from the Lesh Land & Lumber Company of Jackson, Tenn. The company has options on other timberlands and stumpage in that particular section, and Mr. Brown is authority for the statement that the company intends, if it is able to secure sufficient timber to justify the expenditure, to build a standard gauge railroad either from Grenada, on the Illinois Central, or from Calhoun City, on the Southern Railway, into the timberlands, and to erect a sawmill with about 40,000 feet capacity either at Grenada or Calhoun City. The railroad, if built, will be thirty-five miles long and will open up a rich territory not at present served by any line. This road is to be a common carrier and the contemplated improvements are to be made within a year if present plans carry.

The Arkansas timberlands purchased by the company consist of 6,600 acres in Chicot county, near Lake Village. There are 5,000 acres covered with virgin hardwood timber, principally oak. The property was acquired from J. M. Goff of Memphis. The company owns other stumpage near the Chicot county tract and plans to erect a mill at Lake Village in the near future.

In disposing of its cut-over lands, one tract of 1,100 acres was sold to B. G. and J. H. Mallory of Memphis, who will clear the tract and put it in cultivation. Another, amounting to 2,500 acres, was sold to R. G. Hobbs of Memphis, and a third tract of 1,440 acres was sold to W. K. Canaday, also of Memphis. Prices ranged from \$20 to \$25 per acre.

Geo. C. Brown & Co. have about 5,000 acres of cut-over land near their sawmill at Proctor, Ark., and it is suggested that this will be retained, cleared and put into cultivation. The company has been putting some land into cultivation every year and has met with remarkable success, producing during the past year almost a bale of cotton per acre.

Geo. C. Brown & Co. some time ago doubled their capital stock, and this increase was made with a view to the expansion policy they are now carrying out in the purchase of additional timberlands and in the movement looking to the erection of additional mills in the southern hardwood producing territory.

Churchill-Milton Lumber Company Building Big Mill

Announcement has been made by the Churchill-Milton Lumber Company concerning its plans for its new mill at Greenwood, Miss. This mill will be of the two-band type and of large capacity. The location is excellent, with double railroad and river connections and on the forks of two small streams. Work on the building has been started, and the machinery will follow the switches in. The mill will be ready to operate about March 1, giving the company two plants in Mississippi, the other being at Glendora. The company has already made arrangements to purchase a steamer for handling logs in the river at the new plant.

Cabinet Factory Suffers Heavy Fire Loss

The large factory of the Ballman Cabinet Company, located at 530 Livingston street, Cincinnati, O., was practically burned out December 2. The loss on the stock is estimated at \$30,000, consisting of much fine hardwood lumber and manufactured and finished product. The damage to the building will reach a little over \$15,000. The fire started on the first floor and burned through the four floors. The loss is only partially covered by insurance.

Sayres & Scovill Company Enlarging

Plans for the financing of the new plant and expansion of business of the Sayres & Scoville Company were announced last week. It is proposed to increase the capital stock from \$150,000 to \$650,000 and to erect a

new factory building on Spring Grove avenue in Winton Place. The company, which is one of the pioneer carriage manufacturing concerns of Cincinnati, manufacturing also commercial and pleasure automobiles, makes a specialty of motor ambulances and hearses. The old plant, located on Colerain avenue, Brighton, was destroyed a few months ago by fire. The new plant will be the last word in modern factory construction and equipment.

The new capital will be divided into \$200,000 six per cent cumulative preferred stock and \$450,000 common stock. The preferred stock will be brought out by Irwin, Ballman & Co., the stock to be put on the market some time in December. The common stock has been taken by insiders in the company.

W. A. Sayres is president of the company and F. F. Scoville vice-president. With the new plant and capital the company plans to extend its field of business widely, which will make it a still heavier consumer of hardwood lumber and vellow pine.

Large Cut of Hardwood Planned

The Connecticut Valley Lumber Company, with headquarters at Holyoke, Mass., plans to cut 80,000,000 feet of hardwood logs this winter. The labor problem has been provided for. It is said that 50,000,000 feet of it will be cut from yellow birch and sugar maple. The company has control of 500,000,000 feet of hardwood, which will suffice to keep the plant in operation several years.

Cameron L. Willey

On November 28, 1916, occurred the death of Cameron L. Willey of Chicago, a well-known lumberman who of late years had specialized in fine veneers of both foreign and domestic woods. Death came suddenly while at his home on Grand Boulevard and was due to heart failure. The funeral was private.

Mr. Willey was of English and Scotch descent, but the family has been in America since before the Revolution. He was born at Dansville, N. Y., in 1856, and in 1890 made Chicago his home when he located there for the purpose of engaging in that branch of the lumber business which deals in costly foreign and domestic woods. Previous to his location in Chicago he had lived in Pittsburgh, Pa., where he was engaged in the lumber business, and where he handled large quantities of walnut and cherry, as well as white pine, which was still being rafted down the Allegheny river from norhwestern Pennsylvania and western New York.

After he located in Chicago he acquired property in Memphis, Tenn., where he established a branch of his business. His Chicago plant was equipped with the best machinery obtainable for producing veneers. It contained a sawmill, seven veneer saws, two rotary cutters, and a powerful slicer, as well as other machines, dry kilns, and appliances necessary to operate one of the largest veneer plants in the world.

He was an expert in foreign woods that are used in this country, and his office contained samples of nearly every wood of commercial importance that grows on earth. It was his custom to go to England every year to attend the auction sales of mahogany, Circassian walnut, padouk, and other high class woods. His judgment was remarkably correct and his extensive purchases of costly woods were uniformly successful. In his purchases he sometimes took chances which his competitors regarded as unnecessarily daring, but his plans never failed to work out as he wished.

His will disposed of property valued at a million dollars, consisting of real estate and personal property. It went to his widow, Mrs. Emily Priston Willey, and his son, Charles B. Willey.

To Build New Logging Railroad

Surveys now are being made for the building of a logging railroad to open up timber holdings of the Mowbray & Robinson Company, Cincinnati, in Leslie and Clay counties, Kentucky. The concern owns and controls about 70,000 acres of forest land in these two counties. The railroad will be about fifty miles long and will connect with a division of the Louisville & Nashville. Work will be started early in the spring. The company also plans to build two or three new sawmills on the properties.

James McD. Price Enters Lumber Business

The resignation of J. McD. Price as secretary of the National Lumber Exporters' Association has been promptly followed by the proposal and election of Harvey M. Dickson of Norfolk, Va., formerly president of the Dickson Lumber Company and widely known in the export trade. Mr. Dickson became involved in difficulties several years ago and the company was dissolved, but he has never lost his interest in the lumber export trade. He was induced to make application for the vacancy created by Mr. Price's resignation, and the board of managers elected him without a dissenting voice. It is thought that Mr. Dickson, who is admirably qualified for the post, having made several trips abroad to study foreign conditions and to confer with buyers on the other side relative to certain business practices, will take charge about January 1.

Mr. Price resigned to engage in the wholesale and export hardwood business. He will become a member of the old firm of Price & Heald, of which Richard W. Price, his uncle, was for years senior member. After the death of J. M. D. Heald, the surviving member, Dwight D. Hartlove, who had been manager for several years, engaged to carry on the business under the old name. Mr. Price's entrance into the firm will make it in fact as well as nominally a continuance of the old one, which dates back more than seventy-five years and was among the pioneers of the hardwood export trade. Mr. Price himself, prior to becoming secretary of the National Lumber Exporters' Association some years ago, was in the hardwood business, his father having been in it also. Mr. Price, who was sick for several months with bronchial pneumonia, is rapidly getting back to his former physical condition and looks forward to getting back into the hardwood trade. He will carry with him the best wishes of the members of the National Lumber Exporters' Association.

West Virginia Company Increases Capital Stock

The Huntington Hardwood Company at Huntington, W. Va., announces an increase in its capital stock from \$50,000 to \$100,000, and that the plant at Westmoreland will be immediately opened. The Huntington Hardwood Company was formerly the National Interior Finish Company. The plant still manufactures interior finish.

Atkins New Advertising Manager

The last issue of Hardwood Record contained the announcement of the new advertising manager for E. C. Atkins & Co., Inc., Indianapolis. II. T. Benham, who pushed the silver-steel saw line, withdrew to enter other work, as announced, and T. A. Carroll, who has been connected with the publicity department, takes his place. Mr. Carroll's photograph is shown on this page.

Mr. Carroll's assistant is Max Leckner, Jr., who formerly was connected with the Russell M. Seeds Advertising Agency.



T. A. CARROLL, ADVERTISING MANAGER E. C. ATKINS & CO., INDIAN-APOLIS, IND.



THE LATE CAMERON L. WILLEY, CHICAGO,



H. M. DICKSON, NORFOLK, VA., NEW SEC-RETARY NATIONAL LUMBER EX-PORTERS' ASSOCITION

Contract Left for Reconstruction

Arrangements have been completed for the reconstruction of the Chickasaw Cooperage plant at Memphis, Tenn., on lines which will make it the largest cooperage plant in the world. The old plant, prior to its destruction, was the largest of its kind in the United States. It is hoped that the new plant will be ready for operation by March 1.

Sam Thompson's Brother Dies

The many friends of Sam A. Thompson, manager of the Anderson-Tully Company, Memphis, will deeply regret to learn of the death of his brother, L. Lamar Thompson, which occurred at Sam Thompson's home, 802 Court avenue, Memphis, last Monday, December 4.

Mr. Thompson was born in Memphis twenty-three years ago. He was educated in the city schools and then attended the Mississippi Agricultural College, from which he graduated four years ago. He then moved to New Orleans to make his home with his mother. Mrs. Anna Pilcher Thompson.

Two years ago he was injured in a street car accident, so seriously as to confine him to his bed ever since and to which injuries he ultimately succumbed. Until two months ago he had lived at New Orleans with his mother, but when Sam Thompson assumed his new duties at Memphis he established his mother and brother in that city.

Mr. Thompson was first sergeant of Battery B, Washington artillery, L. S. N. G. In addition to his mother and brother, he is survived by one sister, Mrs. E. Lee Hawes of New Orleans.

Funeral services were conducted in St. Mary's Cathedral by Dean J. Craig Morris, interment being in Elmwood cemetery.

Press Plant Will Enlarge

Increased demand for presses manufactured by the Hydraulic Press Manufacturing Company, Mt. Gilead. O., has made necessary immediate extensions in plant and equipment. The principal changes will be in the power plant, machine shop and stock room. Much more space will be provided and considerable new equipment will be purchased for these departments.

One new building will be erected and extensions made to the three departments mentioned, and an addition to the tool room and erecting shop. The machine shop will have an addition 100x60 feet and considerable new equipment, including a twenty-ton electric traveling crane, a large rolling mill and a heavy duty motor driven planer. The power plant will have a twenty-foot extension and, in addition, a new Corlissengine and generator. This, with other new equipment, including boilers, stokers, etc., will make the power plant substantially greater than it is now.

As far as service is concerned, the extension of the main stock room has the greatest bearing. An additional story and added area will make possible greater room for storage of small parts, accessories, etc.

All of the improvements with the exception of the extension of the erecting shop will be made immediately.

Extends Corporate Existence

Articles of association extending the corporate existence of the Grand Rapids Veneer Works, Grand Rapids, Mich., until December 31, 1945, were filed at the county clerk's office in Kent county, Michigan, a week ago. The articles took effect November 29 and placed the capital at \$352,000. The principal stockholders are Cyrus E. Perkins and Z. Clark Thwing.

Will Open New Mill the First of the Year

The new hardwood mill of the Sabine River Lumber & Logging Company of San Antonio, Tex., which will be located at Oakdale, La., will be ready for operation by the first of January, according to President Albert Deutsch. The mill will be of double band mill type and will operate on hardwoods exclusively. It had been expected that the mill would be operating by the first of December, but machinery is difficult to secure these days and hence the delay.

The Sabine company purchased the plant of the Buckley Lumber Company some time ago, this being situated immediately on the western boundary of its holdings near Oakdale. This mill has been running on pine exclusively for the past three months. It is intended to keep this mill, which is located at Mab, sawing on pine, and the new mill when it is completed will cut hardwoods.

Pertinent Information

West Coast Lumber Situation

The weekly statement issued by the West Coast Lumbermen's Association dated November 21, 1916, shows the following situation for the week ending November 18, including 130 mills:

Normal production	ft.	
Actual production	ft.	
Actual production below normal	ft.	14.72%
Orders below normal production	ft.	12.43%
Orders above actual production 1.988.131	ft.	2.61%
Shipments below normal production	ft.	33.60%
Shipments below actual production	ft.	22.14%
Orders exceed shipments	ft.	24.17%

Adamson Law Declared Unconstitutional

The Adamson eight-hour law, passed hastily by Congress, under pretense that by so doing a strike of railroad conductors would be avoided, has been declared unconstitutional by Judge Hook, of the United States district court at Kansas City. It will now go to the United States supreme court for final decision.

Timber Tax Law Nullified

The Mississippi supreme court has nullified the act of 1912 which sought to impose an average tax or occupation fee on timberlands in the state. The proposed tax was 20 cents per acre, without regard to value. It was held by the court that tax must be in proportion to value, and for that reason the tax was declared unconstitutional.

A New Book of Forestry

Frederick Franklin Moon, who is professor of forest engineering in the New York College of Forestry at Syracuse, has written a book on forestry which is evidently not intended primarily for students in forestry schools, though doubtless many of the books will be used there. It is written for boys of about the Boy Scout age; those young Americans who are full of energy and good will and in just the frame of mind to profit by what they can see, hear, and find out about trees and the many other things associated with woods and semi-wild life. Though the tone of the text indicates that Mr. Moon in writing the book had the young naturalist-student constantly in mind, there is plenty in the volume to interest readers of years and maturity. It is filled with facts and information. It tells things which, if the adult does not already know, he would like to know.

The author has combined history, geography, botany, and forestry in a way to catch the attention of the reader and give instruction and entertainment at the same time. The book reads easily, and may be read chapter after chapter at a sitting without overtaxing the attention, as a text book would do if read in the same way. It is a successful attempt to popularize a subject which has too long been hedged about by technical language.

The book opens with a history—not of forestry but of American forests. There are just enough figures and statistics to illustrate the various points, and the memory is not taxed with trying to recollect. The value of the forests, chiefly from the standpoint of physical geography, is the theme of the next chapter, followed by simple facts of botany as they concern the growth of trees. From that point the story progresses naturally to the end, including discussions of the properties of woods, life of a forester, how forests are cared for, how the trees are measured, cut and converted into commercial products, and how wood may be protected against decay.

The most important trees are represented by pictures of leaf, flower, and fruit which are intended to assist the reader in identifying trees as he finds them in the forest. The volume is further illustrated with appropriate half-tones, and it contains a dictionary of terms used in forestry and logging. It is published by D. Appleton & Co., New York, and the price is \$1.75 net.

Prospective Lumber Orders

The Haskell & Barker Car Company of Michigan City, Ind., is in the market for approximately 6,500,000 feet of lumber, and the American Car and Foundry Company of Indianapolis needs about 4,500,000 feet of lumber to fill large equipment orders from the Great Northern Railroad. The former company has obtained orders for 500 refrigerator cars and 500 automobile cars, and the latter company will build 1,000 box cars for the same road. Douglas fir and yellow pine are the principal species to be used. The Chicago market probably will get the bulk of this business.

Brief Filed for Implement Makers

A brief has been filed with the Interstate Commerce Commission by John R. Walker, attorney for the National Implement & Vehicle Association, Hickory Products Association, Eastern Wheel Manufacturers' Association, Spoke Manufacturers' Association, and Rim Manufacturers' Association. The brief presents the argument presented by these associations in the matter of rates on and classification of lumber and lumber products, under Docket 8131.

Still Another Embargo

In attempting to find a remedy for the high cost of food articles, two railroads, the Pennsylvania and the Erie, on Thursday. Dec. 7, placed an embargo on certain products moving from the West to territory east of Pittsburgh. The purpose was to give more cars to food articles and also to lessen freight congestion at eastern points. Although building material is included in the embargo order, it is not believed that lumbermen will be very seriously hurt; unless the interruption of traffic should be long continued or should be extended to additional roads.

The Leading Hardwood State

West Virginia is credited with leading all other states in the production of hardwood lumber. Its latest annual production is placed at 887,534,000 feet, of which 400,000,000 are oak. It cuts more oak, yellow poplar and chestnut than any other state.

Foreign and Domestic Commerce

The annual report of the chief of the Bureau of Foreign and Domestic Commerce for the fiscal year ending June 30, 1916, has been published. It is especially timely in view of the unusual interest now being taken in

prospective foreign trade. The conditions are set forth under which any expansion and extension of our export business must take place. The chief of the bureau, E. E. Pratt, has for some time been engaged in investigations of business as affected by the war, and as it will be affected when peace returns. The report discusses this question.

The Distribution of Lumber

The distribution of one kind of lumber in the territory which seems to belong to another is an interesting study for those who are interested in traffic matters and trade problems. If some one had told the old white pine operators of New England, New York, Pennsylvania, and the Lake States that the time would come when a kind of white pine, which was then unknown to them, even by name, would be shipped from beyond the Rocky Mountains and find a market within sight of the decaying stumps where the eastern white pine had stood, the teller of the story would have been haled before a committee of doctors to be tried on an insanity charge. Yet that very thing has come to pass. The Idaho white pine is finding its way into nearly every market where the eastern white pine ever went. This is shown by statistics lately compiled by the Forest Service, showing the distribution of the lumber sawed from Idaho white pine during a period of six months, ending with June, 1916. The shipment of that pine totaled 111.000.000 feet during the period under consideration, and the following table shows where it went:

Montana 3.3 p	er cent (Colorado		.9 per cent
Washington1 p	er cent '	Wyoming		.8 per cent
North Dakota15.5 p	er cent :	Michigan		3.5 per cent
South Dakota 9.8 p	er cent (Phio		3.8 per cent
Minnesota		Indiana		
Wisconsin 4.1 p	er cent	Pennsylvania /		7.0 per cent
Iowa 9.8 p	oer cent	Tatalah Alaman A		
Illinois	er cent	New York)		7.0 per cent
Kansas 5 p	er cent	New Jersey [* *		
Nebraska 7.0 p	er cent :	New England .		3.2 per cent
Missouri 1.0 p	er cent (Oklahoma		.1 per cent
The total stand of Idaho	white pine	is estimated	at about	28 billion

The total stand of Idaho white pine is estimated at about 28 billion feet, practically all of which is in Idaho. Montana, Washington and Oregon.

Oral Examinations Next

About 160 applicants took the second written examination for positions as lumber experts to go to Europe to look over the chances of United States lumber finding sale there after the war. Five men are wanted, and the first examination failed to find them, hence, the second examination, which was held in several cities late in November. The most promising candidates will be invited to Washington for an oral examination and the five most proficient will be given the jobs. The requirements to be met by the candidates are very exacting. Most men who can qualify under the requirements are already at the heads of large lumber companies and earning salaries ten or twenty times as large as those offered for the European work: hence it is difficult to find proper men to send.

Making Hay While the Sun Shines

Among the increasing number of American firms that are awakening to the wonderful trade possibilities in South America is the Grand Rapids Veneer Works. This firm, than which no other has devoted more time and study to the scientific drying of hardwood lumber, has established a reputation for its vapor kilns that is nation wide.

While taking advantage of the fact that the English and German monopoly of trade in our southern hemisphere is for the time being withdrawn, yet the Grand Rapids Veneer Works has reached a stage in its growth where an extension in this direction is only logical. In seeking to broaden its reputation it has just issued for South American distribution a small brochure setting forth the salient points of the vapor kiln, giving a partial list of well-known users and illustrated with photographs showing vapor kiln construction and of a number of batteries erected in various parts of this country. The brochure is printed in three languages—English, Spanish and Portuguese.

Among the illustrations is one of particular interest to the manufacturers of hardwood and to hardwood consumers, which is reproduced here. It shows a battery of fourteen Grand Rapids Vapor Kilns recently installed at the plant of the Packard Motor Car Company in Detroit, and the largest battery in any automobile plant in the world. This battery con structed of brick with tile lining and tile roof, was completed exactly sixty days after the first concrete was poured. Each kiln-eighteen by forty-four feet-will hold seven kiln cars. The battery will dry daily 30,000 feet of hardwood lumber averaging two inches in thickness. As the Packard plant has practically no piling room, its entire yard being given over to tracks, turn-tables, etc., and all lumber being carried on trucks, the economic advantage of complete and scientific drying facilities is readily seen.

So much has been written these last months relative to our foreign trade, and so much criticism has been heard anent the haphazard methods to secure that trade, that comment on the Grand Rapids Veneer Works' way is not

out of place. The folder referred to, while not being elaborate, gives the details of vapor kiln equipment and service completely and concisely, and all questions relative to time of drying and output are carefully covered. The complete equipment for one kiln ready to install is listed, and prices are quoted at seaboard. In addition the weight and cubic contents of the crate are given, so that the Latin American has before him all he needs to know regarding vapor kilns and what they will cost him laid down at his own seaport.

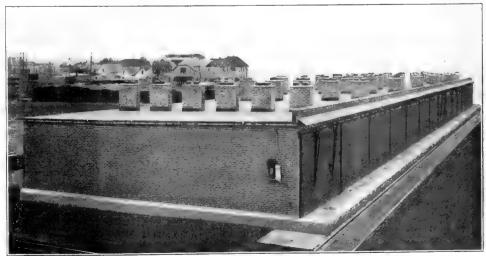
These seemingly minor details have been entirely overlooked by many American firms seeking to develop an export trade, and who have taken it for granted that their foreign friends were as familiar with the small details of their business as they were themselves. This oversight accounts not only for the criticism but for the absolute failure of many a foreign venture. Meeting a man on his own ground is what makes for success.

Wood for Artificial Limbs

The state of Washington uses 4,050 feet of wood annually in the manufacture of artificial limbs, according to statistics compiled last year by the Forest Service. Of this amount, 3,050 feet are willow, 500 ash and 500 maple. The material costs at the factory \$248, and the sum of \$1,005 is expended in the process of manufacture. Willow is the leading wood. It is cut from trees known as white or English willow which is not native in the United States but has been extensively planted for street trees and in door yards. Willow is very light and also very strong. It is tough and does not split, check, or warp when in ordinary use. This gives it its value in the limb industry. The "cork leg" commonly spoken of is really a willow leg, with a few pegs and wearing surfaces of harder wood. Usually crutches are classified in the limb industry, but that does not seem to have been done in Washington, as the report contains no mention of crutches. The total quantity of wood used for limbs in that state is relatively small and many states surpass it. The little state of New Hampshire uses a hundred times as much wood in this industry as is used in Washington, but New Hampshire manufacturers specialize on crutches. The whole amount of wood demanded yearly by artificial limb manufacturers in the United States exceeds 687,000 feet. That was the quantity reported before the European war, but it is probably much larger now, because a considerable export trade in artificial limbs has grown up in the past two years. It is not possible to say just how large the export trade is because the item is so new that the figures showing its export have not yet found a place in the monthly export statistics published by the government.

Eastern Woods in Western Vehicles

If a satisfactory substitute for oak as vehicle stock could be had on the Pacific coast, it is certain that the wagon makers in the State of Washington would not transport this wood from eastern forests at great expense to use in their shops and factories. These factories in the state named buy 304,900 feet of woods of all kinds yearly to convert into wagon stock; and forty per cent of it is oak. It costs \$104.77 per thousand feet delivered at the factory. A little native Pacific coast oak is used, but the oak of that region is not suitable for the most exacting places in vehicle manufacture, and the demand is met by eastern forests. Eight woods in all are reported in the vehicle industry of that state, namely, oak, Douglas fir, Sitka spruce, hickory, ash, western yellow pine, yellow poplar, and western red cedar. These woods are here named in the order of their importance, measured by quantity, in the vehicle industry in that state. Four are eastern woods and four are western. Eastern woods are oak, hickory, ash and yellow poplar. Hickory leads all the others in price, at \$144.29 per thousand feet; ash costs \$116.50, and yellow poplar \$108.75. The most expensive Pacific coast wood is Sitka spruce at \$41.68. The yellow poplar is made into carriage and wagon bodies, the hickory into



BATTERY OF 14 GRAND RAPIDS VAPOR KILNS INSTALLED AT PLANT OF PACKARD MOTOR CAR COMPANY'S PLANT

carriage spokes, singletrees, shafts, and poles. The oak finds its principal place as material for heavy wagons, notably as felloes, hubs, spokes and bolsters. The Pacific coast woods serve in the less exacting parts of the wagon.

Illinois Central Puts On More Cars

The Illinois Central Railroad Company announces that it is putting a bunch of new cars on its line. While the rolling stock going out at this particular time might not be directly interesting to the lumber or woodworking trade, it offers a direct possibility and at least slight amelioration of conditions. The 300 stock cars which are now issuing from the shops will be useful in that they will release other cars and hence help the situation by just that much. The Illinois Central recently placed orders for 2,000 coal cars and 400 convertible cars, the construction of which will be rushed with all possible speed.

An Open Side Hydraulic Press

The Hydraulic Press Manufacturing Company, Mt. Gilead, O., has brought out a new design of open side hydraulic veneer press, which is illustrated on this page. A special improved rolling package conveyor used by this company is shown in the same cut. This makes a very convenient system for transferring the stock from the loading truck into the press and onto a truck for further handling. The press here shown would represent about a pressure capacity of 150 tons, a pressing surface of eighty-four inches by thirty-six inches, and a daylight space of forty-seven inches.

Speaking of the rolling conveyor as described by the Mt. Gilead people, its object is to transfer built-up packages of veneered stock laid on re-



HYDRAULIC PRESS MADE BY THE HYDRAULIC PRESS MANUFAC-TURING COMPANY, MT. GILEAD, O.

tainers to the press from loading trucks, and from there to the shop truck. The device requires the use of I-beam independent retainers which are used for the bottom and top bolsters.

The stock is laid on a caul placed on the rollers of the loading truck. The bottom beams of the retainers are put on the press platen and the loading truck with the package on it is pushed up to the press. If the arms of the package conveyor are extending toward the loading side of the press, the truck pushes them through the press so that they extend on the unloading side. The truck stops at the press, but the package continues to roll into position as the caul carrying the load travels over the rollers on the loading truck and those on the package conveyor arms.

After the package is in proper position in the press, the subsequent operations are simple and easily handled. When it leaves the press the method of the operation is varied to suit different shop systems; that is, the elevating truck system and the regular floor system.

The construction of the press is very substantial and rigid throughout.

Oak Important Part of Interesting Old Timepiece

The old clock in St. Paul's Chapel tower in New York City has tolled its last mournful chime. There is plenty of matter for a regular Sunday supplement sob story in the culmination of the usefulness of this historic old timepiece, which, with its immense machinery, was brought from England in 1798. At that time it was the finest example of the clock maker's ingenuity. Its frame, weighing several tons, is of wrought

iron and its bars in such true alignment that the bearings have worn a hundred years. The 1,400 pound weights run down a dark, musty shaft to the bell deck eighty feet below. They were once wound up by a large wooden wheel like a ship's steering wheel. They are now wound up by multiple gears, but the process takes nearly two hours.

The clock rests on a frame of hewn oak timbers, carved with the initials of many clock winders. The wood now being torn out with the ponderous machinery is dry, covered with dust and well seasoned, but is as strong and serviceable as when it was first put in, and while the old clock will go, a new clock will be bolted precisely in the bed of the old one and the old timbers of oak will continue to do duty for many years to come.

Hardwood News Notes

────≺ MISCELLANEOUS ≻───

The Williamson Veneer Company has been incorporated at Baltimore, Md.

The Marianna Millwork Company, Marianna, Fla., recently suffered a loss by fire.

The Century Cabinet Company of New York City has increased its capital stock to \$200,000.

The Caddo Hardwood Lumber Company has opened a wholesale hardwood lumber office at Shreveport, La.

At Lincoln, Nebr., the Western Truck & Tractor Company has been succeeded by the A. G. Hebb Auto Company, Inc.

The C. A. Lauson Furniture Company of Grand Rapids, Mich., has increased its capital stock from \$40,000 to \$50,000.

The Kawnear Cabinet Company has been incorporated at Kansas City, Mo., with \$2,000 capital to manufacture cabinets.

At Tonawanda, N. Y., the Knoell Manufacturing Company has been incorporated with \$10,000 to manufacture novelties.

At Houston, Texas, the Robinson Sash & Door Company has become an involuntary bankrupt, as has Oillie & McKean at North Tonawanda,

The West Palm Beach Novelty Works has been sold to the Dade Lumber Company, West Palm Beach, Fla., and the Georgia Veneer & Lumber Company has been sold to the Dublin Veneer Company, Dublin, Ga.

-----<-- CHICAGO >------

The Brown Land & Lumber Company, Rhinelander, Wis., recently opened up an office at 407 Transportation building, Chicago, in charge of A. H. Angus.

The W. L. Joyce Lumber Company, with headquarters at Minneapolis, Minn.; has opened a wholesale lumber office at 505 Chamber of Commerce building, Chicago.

The Chicago Ferrotype Company has been incorporated here with \$500,000 capital, as has the Mandel Manufacturing Company with \$150,000 capital. The latter company will manufacture musical cabinets.

George O. Worland, secretary and treasurer of the Evansville Veneer Company, Evansville, Ind., spent a couple of days in Chicago last week in connection with business of the Expanded Wood Company, Evansville, with which he is connected. This company manufactures a product adaptable to many lines, namely, it saws veneer automatically, thus making it adaptable for many purposes to which the raw product would not lend itself.

W. E. Johns of Milne, Hail & Johns, Cincinnati, O., spent several days of Thanksgiving week in Chicago. Mr. Johns is making a number of the northern markets and the middle states, and says he is doing mighty good business.

"Ted" Jones of the F. T. Dooley Lumber Company, Memphis, Tenn., spent a few days of last week in the city.

L. D. Murrelle of the L. D. Murrelle Lumber Company, Memphis, left Chicago December 2 after having spent a honeymoon of two weeks in the city. Mr. Murrelle was married in Memphis on the fifteenth of November, coming to Chicago for his honeymoon.

II. E. Glaeser, who is handling the middle states territory for George W. Hartzell, the walnut man at Piqua, O., was in Chicago for a couple of days during the past week. Mr. Glaeser has been covering northern Illinois and Wisconsin of late and says that he has developed some mighty fine business.

G. A. Witmeyer, general manager of the Munising Veneer Company, Munising, Mich., spent part of last week in Chicago. Mr. Witmeyer says that the situation with northern veneers is excellent.

George N. Harder, general manager and treasurer of the Rib Lake Lumber Company. Rib Lake, Wis., spent most of last week in Chicago, accompanied by Mrs. Harder. The Rib Lake company is rapidly completing the construction of its new mill, which will be operating shortly after the first of the year.

J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Asso-

ciation, Cadillac, and W. L. Saunders and W. E. Abbott, respectively general manager and sales manager of the Cummer-Diggins Company, Cadillac, passed through Chicago on Thursday en route to Merrill, where they are attending the Northern Lumbermen's Salesmanship Conference. Mr. Saunders presented an address at the opening session on Friday

—≺ BUFFALO ≻

The Buffalo building operations for the past eleven months show an excess of over \$1,000,000 above the same period last year. The total so far this year is \$11,930,000, as against \$10,903,392 in the corresponding period of 1915. For November the figures were \$1,042,000, as against \$788,000 in that month last year.

Among the hardwood sportsmen who took advantage of the closing of the pheasant season a few days ago were F. M. Sullivan, O. E. Yeager and A. W. Kreinheder, who report having had good success, though the number of birds in sight was scarcely up to some former years. Pheasants are beautiful birds, but not wild enough to furnish lively sport.

The H. T. Kerr Lumber Company finds boats very scarce at the end of the season and will bring in about 1,000,000 feet of northern hardwoods this month by rail.

The Yeager Lumber Company reports that business is pretty fair. Quite a little plain oak and maple is being sold. The yard is receiving stocks of cypress.

C. N. Perrin has returned from the South, where he made some purchases of hardwoods for Blakeslee, Perrin & Darling, particularly in ash, maple and oak.

The Atlantic Lumber Company has been exceptionally busy of late and is selling maple as a leader. A new switch has been installed on the west side of the yard.

Taylor & Crate are receiving new lumber at their yard on Elmwood avenue and are getting things in good shape for occupation by spring, when the new office building will be finished.

Miller, Sturm & Miller call the hardwood trade good at present, though shipments are very slow in coming forward from the mills. Low-grade poplar is in good demand.

The Hugh McLean Lumber Company reports that its hardwood mill at Argenta, Ark., has been completed and was ready for starting up on December 1, sawing principally oak and ash.

T. Sullivan & Co. find elm about the most active among special hardwoods just now. There is also a good market for hemlock, in which prices show an advancing tendency.

The Buffalo Hardwood Lumber Company reports the demand for various woods on a steady basis. J. B. Wall lately returned from a business trip to the southern mills.

The Standard Hardwood Lumber Company states that the furniture factories are now working on an active basis and that a large amount of oak is being called for.

=≺ PITTSBURGH >----

A. P. L. Turner, who opened an office at 5121 Jenkins Arcade lately, is already getting some very nice trade lined up for his splendid stocks of hardwood, especially maple flooring and oak bill stuff.

The J. C. Cottrell Lumber Company has not yet resumed operations at its hardwood plant in Virginia, owing to the scarcity of cars. Mr. Cottrell reports an unusually large demand for mining stocks.

W. D. Johnston, president of the American Lumber and Manufacturing Company, and his associates will have in operation before January 1 one of the finest equipped mills in the country on their Kentucky timber tract. They have a five years' cut of splendid hardwood timber.

The Kendall Lumber Company will start operations about January 15 at its new hardwood plant at Cheat Haven, Pa., where it will manufacture 35,000 feet daily. The company's timber there is some of the finest in Pennsylvania.

The Acorn Lumber Company reports hardwood trade very good and manufacturers eager to get lumber. Stocks at some mills are getting very short.

The Nufer-Cedar Company, which lately opened offices in the First National Bank building, is arranging to build a large box factory at Wheatland, Pa., to manufacture the boxes for the American Sheet and Tin Plate Company at Farrell, Pa., and also to make a general line of boxes for commercial purposes.

McKelvey Brothers of Hollidaysburg, Pa., are busy this winter working on a tract of 2,000 acres of timberland on Lock Mountain and 6,000 acres of timber at Beaver Dam, in Blair county, Pa. A large part of the timber being cut is chestnut. The company has been lumbering in this section for several years with excellent success.

---≺ BOSTON >-

Examiner Wilbur LaRoe, Jr., of the Interstate Commerce Commission commenced hearings at Boston on November 23 on the suspended increased tariffs on lumber of several of the northern New England railroads. The National Wholesale Lumber Dealers' Association and a number of lumber manufacturers and dealers of this territory, represented by George R. Nutter of the law firm of Brandies, Dunbar & Nutter, entered a vigorous and well supported protest. James W. Parker of the Deering Lumber

Company of Portland, Me., testified at length on the increased cost elements on lumber from the district involved as related to lumber from other sections competitively sold in the same market, resulting, as he views it, in a way to cause a severe loss in trade for a large number of producers.

It is the general opinion of the lumber trade that the temporary sliding scale demurrage rates to apply until May 1, 1917, will prove very unsatisfactory and will not operate to remedy congestion and car shortage on which basis the carriers had strongly urged the principle, although the retention of the weather and average arrangements are especially desirable in New England in the winter season. It is not definitely known whether the special extension of sixty days on the N. Y., N. H. & H. R. R.'s existing tariff from December 1 will be set aside by the compromise scalordered by the commission.

O. Bearse & Son Company, Boston mahogany dealer, in arranging for a less extensive future business, has taken offices on the eleventh floor of the Postoffice Square building.

The announcements of two forthcoming annual meetings of interest to lumbermen have been made, that of the Massachusetts Forestry Association at Boston, on December 14, and that of the Lumber Dealers' Association of Connecticut at the Hotel Taft, New Haven, Conn., February 20, 1917. Elaborate plans for the latter event are being made, it being the twenty-fifth anniversary of the organization.

The Boston hardwood dealer, Wm. E. Litchfield, has been suggested as candidate for mayor of Newton, Mass., his home city. The honors of the office would be worthily bestowed, but it is probable that the attention required by his commercial and other activities will influence him not to enter the political field.

——≺ BALTIMORE ≻——

Among visitors of the last two weeks in Baltimore was John M. Nelson, Jr., head of the John M. Nelson Lumber Company of Pottstown, Pa. Mr. Nelson went to the Forestry School of Yale, and after graduation entered the Forest Service, where he became familiar with wood preserving processes and also gained a comprehensive knowledge of the special requirements of the railroads and other large corporations. In course of time he decided to devote himself to supplying the special needs of these corporations and to engage in business. Since then he has expanded far beyond the limits originally contemplated. He has had a gratifying measure of success, is devoted to his business and maintains branch offices in New York and elsewhere.

The steamship Rowanmore of the Johnston Line, which was sunk by a German submarine on her way from Baltimore to Liverpool in October, carried only a comparatively small quantity of lumber. She had aboard 21,926 feet of spruce, 12,316 feet of poplar and 26,562 feet of oak.

Harry J. Strong, who is in chage of the New York office of the John D. Mershon Lumber Company of Saginaw, Mich., was in Baltimore ten days ago and saw some of the hardwood men here. He reported business as quite good.

The Canton Lumber Company, which operates a yard, wharf and planing mill on Boston streeet, has purchased the yard occupied by it on the other side of Boston street, betweeen Luzerne and Lakewood avenues and O'Donnell street. The yard takes up about a city block and has been used by the Canton company for the last five years. In acquiring the land outright it makes certain of a most convenient location, within a stone's throw of deep water and with railroad track connection. The company has also lately completed a commodious office fronting on Boston street. The declared value of the new buildings, permits for the erection of which were issued in October and November, amounted to \$709.833, with \$165,600 more for alterations and \$118,355 for additions, a total of \$993,788. This is far in excess of recent months and indicates a very decided improvement in the building trade. The aggregate for the eleven months of the current year is not more than \$7,463,237 for new buildings.

=====< COLUMBUS >=

Building operations in Columbus for the eleven months just ended showed a large increase over the corresponding month in 1915. During the eleven months the building department issued 3,030 permits, having a valuation of \$6,951,900, as compared with 2,737 permits and a valuation of \$4,778,085 in all the eleven months of 1915. The excess in 1916 is \$2,183,815. During 1914 the total for twelve months was \$6,885,065.

The Alliance Builders' Exchange of Alliance, O., was formally organized recently, when some thirty representatives of the various crafts assembled at the Chamber of Commerce rooms in the city building and took the necessary action to effect the organization. The selection of officers, by popular vote, resulted as follows: President, J. F. Sharp; vice-president, E. B. Silver; secretary, J. Y. Gamble; treasurer, J. O. Ellis.

John L. Vance of Columbus was re-elected president of the Ohio Valley Improvement Association at the annual meeting of the organization, held at Huntington, W. Va., recently. The association has for its objective the canalization of the Ohio river in order to afford a 9-foot stage the year around between Pittsburgh and Cairo. Resolutions were adopted demanding that Congress adopt a continuous contract system in order to carry forward the improvements. Construction of more locks and dams in the lower river was urged. Petitions will be forwarded to the War Department asking for alterations on a number of bridges to secure free and

easy navigation and that there be no obstructed interchange of commerce on rivers tributary to the Mississippi.

The Stevens Brothers Organ & Piano Company, Marietta, O., has increased its capital stock to \$75,000.

The Bowlus Timber Company, Piketon, O., has been succeeded by J. W. Dewey.

The J. A. Church Box Company, Cleveland, O., has been incorporated with a capital of \$10,000, to manufacture boxes. The incorporators are A. B., Geo, A. and Katherine C. Church, Bennet Meyers and Ruth C. Williams.

The Miles Avenue Lumber Company, Cleveland, has increased its capital from \$10,000 to \$50,000.

The Acme Box & Lumber Company of Cleveland reports an increase in capital of from \$10,000 to \$60,000.

The Ohio Sash and Door Company, Cleveland, has decreased its capital from \$150,000 to \$15,000.

The plant of the Columbus Hoop Company, located at Dow avenue and the Big Four tracks, was damaged to the extent of \$7,500 by a fire of unknown origin. It started in a frame structure and was soon communicated to other parts of the plant.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods, although shipments are delayed by the car shortage. Prices are firm and some advances have been announced during the past fortnight. Retail stocks are not large in any territory.

J. A. Ford of the Imperial Lumber Company reports a good steady demand for hardwoods, with prices holding up well.

____≺ MEMPHIS >----

Thos. R. Winfield, president of the Cole Manufacturing Company, which operates a big planing mill here, has been elected by the Board of City Commissioners as one of the trustees of the city hospital. Mr. Winfield is a former president of the Business Men's Club Chamber of Commerce and is prominent in both business and social circles here.

The Arkmo Lumber Company at Little Rock has been chartered with a capital stock of \$50,000. The incorporators are: Gordon H. Campbell, S. L. Ehrman, Grover S. Owens, and T. L. Bond. Mr. Campbell has already been elected president.

Building operations in Memphis for November show a very striking increase over the same month last year, thus further increasing the excess of 1916 over the first eleven months of 1915. One of the striking develop ments of the building situation here is the unusual activity on the part of automobile interests. The Overland Company has just completed the erection of a handsome building which, together with the stock carried therein, represents an outlay of \$250,000. Several other prominent automobile companies are making Memphis southern distributing headquarters, and a number of buildings will be planned for the immediate future. There is an increased demand for homes and also for stores, and indications are that the next few months will represent a period of unusual activity in building circles. The Chickasaw Cooperage Company is letting the contract for the new plant which is to replace that recently destroyed by fire, and the amount involved in this should materially swell the total of permits for the current month.

Among the recent visitors to Memphis has been W. B. Burke, vice-president and general manager of the Lamb-Fish Lumber Company at Charleston, Miss. Mr. Burke was here attending the meeting of the organization committee appointed to make plans for the formation of the association to handle cut-over lands in the delta. Mr. Burke has only recently supervised the loading of 130,000 white oak railroad ties for the French government. Part of this cargo left from Gulfport, Miss., while the remainder was sent from New Orleans. These two shipments represent only a part of the big contract for white oak railroad ties which the Lamb-Fish Lumber Company secured some months ago from the French government. The company is still getting out additional ties, and shipments will be made as fast as boats can be sent to Gulfport and New Orleans for the transportation thereof.

=≺ CINCINNATI >====

In the long standing case of the United States for the benefit, etc., of the H. Leet Lumber Company and others against Meredith Harman, bankrupt contractor, the Illinois Surety Company, one of the defendants, last week filed a motion in U. S. District Court here for judgment in its favor against the intervenor, John J. Whitman. Harman failed over a year ago while engaged on a government contract and under a rather recent law, the government takes up the case of the creditors. This is said to be the first case of its kind ever filed and has been litigated through many courts for many months.

The Interstate Commerce Commission recently decided that the rules and practices of the railroads which provide storage for imported wood pulp for unlimited periods and without compensation, in addition to the freight rates to the place of storage, must be replaced by rules allowing only such free time as may reasonably be required for unloading or removal with reasonable charges for subsequent storage. The American Paper and Pulp Association had complained that the present rules were unduly discriminatory to that organization, free storage of imported pulp being very much to the detriment of domestic manufacture and the public in general.

The directors of the Indiana Hardwood Lumbermen's Association at a recent meeting fixed January 17 as the date for the organization's annual convention. W. A. Guthrie of Indianapolis was named as chairman of a committee to arrange a program and entertainment features. The convention will be held at the Claypool Hotel. Officers of the association predict that fully 200 members of the association will attend the annual meeting.

The Broadway Lumber and Supply Company of Gary, Ind., which was incorporated a few months ago with a capitalization of \$60,000, has recently opened its large and modernly equipped yards. It is one of the largest and most complete yards in northern Indiana. W. R. Lehman is local manager of the company, of which M. L. Kline of Hammond, Ind., is secretary treasurer, and H. W. Richter of Laporte, Ind., is president.

R. H. Humpbrey & Co., Corydon, Ind., have been incorporated with a capitalization of \$60,000 to deal in lumber and building materials. The directors are Richard II. Humpbrey, Wilson E. Cook and Mary E. Humpbrey.

The Roberts Veneer Company, New Albany, Ind., has increased its capitalization from \$35,000 to \$52,000.

==≺ EVANSVILLE **>**=

Dudley Phipps of Waverly, Ky., a few days ago purchased the G. N. Proctor saw mill and has moved the plant to Highland Flats, Ky., and reports he is doing a nice business.

The report of Edward C. Kerth, building inspector, shows that the amount of money expended in buildings here this year will reach \$1,600,000, including those which will be finished by the first of January, 1917. Last year the figures reached \$2,225,000.

A girl was born a few days ago to Mrs. Taylor, wife of Mertice E. Taylor, at 703 Upper Second street. Mr. Taylor is connected with Maley & Wertz, hardwood lumber manufacturers of this city. He is also secretary of the Evansville Lumbermen's Club.

On November 22 occurred the marriage of Miss Charlotte Hartmetz and Lynn Hess McCurdy, son of William II. McCurdy, president of the Hercules Buggy Company. Mr. McCurdy is associated with his father in business.

At the regular monthly meeting of the Evansville Lumbermen's Club, to be held at the New Vendome hotel on December 12, it is expected that Danjel A. Wertz will be re-elected president. He is now serving his second term.

Lumbermen in this section and along the Ohio river are watching with interest the outcome of the building of eighteen pine barges on the Allegheny river for the Warrior river trade in Alabama. Heretofore the Ohio river barges have been made of oak and poplar.

G. E. Baughman of Maley & Wertz returned a few days ago from Grand Rapids and southern Michigan. He says trade conditions in that section are getting better all the time and he looks for the new year to start off mighty well.

The Elkhart Carriage and Motor Car Company, Elkhart, Ind., has increased its capital stock from \$100,000 to \$300,000.

—≺ NASHVILLE ≻—

Nothing has yet been learned in regard to the whereabouts of John M. Smith of Dickson, Tenn., a hardwood operator of that place. Mr. Smith disappeared with liabilities of over \$100,000. An involuntary petition in bankruptcy was filed against him, and H. T. Cowan of Dickson was appointed receiver. Mr. Cowan has made an inventory of the assets and finds that they total \$47,788, and will proceed to wind up the estate under the bankruptcy proceedings.

The Rock City Spoke Company of Nashville has filed a complaint with the Interstate Commerce Commission against the Louisville & Nashville, in which it is alleged that rates charged on spokes in white in carlots to Chicago, Racine, Milwaukee and many other points are unreasonable and that other points in Tennessee are given undue preference.

The Louisiana Lumber Company, Nashville, with authorized capital of \$200,000, has been incorporated by R. B. C. Howell, Robert S. Henry, Douglas Henry, Morton B. Howell and M. P. O'Connor, all young lawyers, for development purposes,

The United States supreme court has handed down a decision reversing the ruling of the Interstate Commerce Commission ordering uniform reciprocal switching rates between the Louisville & Nashville and Tennessee Central railroads at Nashville. The rates on competitive business have been prohibitive heretofore, and a rate of \$5 per car was ordered. The decision will be very disappointing to Nashville lumber and other shippers, as it had been expected that much benefit would result from a reasonable switching rate.

=< LOUISVILLE >===

W. R. Willett, head of the W. R. Willett Lumber Company, has returned from an eastern trip, where he took in several of the big football games, including the Harvard-Yale affair. While in the East Mr. Willett divided his time between business and pleasure.

T. J. Christian, sales manager for the Wood-Mosaic Company, New Albany, Ind., with plants at Louisville and New Albany, recently returned from a trip to the furniture district of the North. The company is busy buying all of the walnut logs it can lay its hands on in this district.

For Greatest Range of Uses

and

Easiest Handling

buy the

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The



has a positive and powerful feed which handles the heaviest material the sawmill takes just as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by



INDIANAPOLIS, INDIANA



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

A new department for manufacturing poplar box shooks has been completed at the plant of the Norman Lumber Company and will probably be started up before long.

The Louisville Veneer Mills, one of the old concerns of Louisville, has just filed articles of incorporation, listing a capital of \$150,000. The incorporators are D. E., H. E. and F. E. Kline and H. E. Snyder. The company has just overhauled its plant, putting in some additional machinery and some new buildings and kilns. Incidentally Harry Kline is celebrating the arrival in the Kline family of a fine ten-pound boy.

A severe storm in Louisville on November 4 blew down one of the buildings at the plant of the Turner, Day & Woolworth Handle Company and buried an employe in the debris. The man was extricated and sent to the hospital. The loss was not great.

A big improvement in the demand for oak is reported by T. M. Brown of W. P. Brown Sons Lumber Company. Business generally is good. Mr. Brown recently returned from a trip to Chicago.

The car shortage in the South is slowly but surely being relieved through the action taken by the Interstate Commerce Commission relative to box cars, following the adjournment of the hearing at Louisville. The hearing held here was given over almost entirely to getting the coal car situation straightened out.

The Hillerich & Bradsby Company, bat and golf club manufacturer, has just completed a new department for manufacturing golf supplies, and has installed the greater part of its machinery. F. W. Bradsby, an officer of the company, has been elected president of the new Louisville Athletic Club, which is preparing to erect a fine club house in the heart of the city.

Carpenter & Bayless, handle manufacturers of Glasgow, Ky., are installing a new department and machinery to manufacture small handles from waste material, the company heretofore having specialized on large handles principally for picks, etc.

The second trial of the cases of the Flora milling plants and lumber yards, at Paris, Ky., burned in 1914, were recently tried in the courts at Paris, Ky., the companies suing the water company, alleging insufficient pressure. The case lasted two days and resulted in the jury finding in favor of the defendant.

The J. L. Strassel Company, Louisville, has purchased the business, plant and real estate of the Wolke Furniture Company, on Underhill street, at a reported cost of \$13,000. The Strassell company for some time has been operating a small plant at New Albany to manufacture period and high grade furniture. The company also does an interior decorating business, manufacturing its own furniture.

At Warsaw, Ky., the Warsaw Furniture Company is installing a new department for the purpose of manufacturing chairs. The Frankfort Chair

Company, of Frankfort, Ky., is also completing a new factory building, replacing one burned several months ago.

=≺ ARKANSAS **>**=

Work is now being done on the plant formerly owned by the Eagle Box Company, located on South Fifth and I streets, Fort Smith, in overhauling and enlarging the capacity of the plant, which in the future will be known as the N. A. Kennedy Box Company. This property passed into the hands of the Kennedy Supply Company of Kansas City, Mo., about two years ago as the result of a foreclosure proceedings, but was never operated by the Kennedy company until recently. Formerly this plant has given employment to ten or twenty people, but when the new machinery has been installed and the plant is fully equipped it will require the services of some 100 or more people. It has heretofore used about a car of raw material per week, but when operating under the new order of things it will consume about one car of lumber per day. The plant formerly turned out baskets and crates for use in shipping fruit. To these lines will be added tubs for creamery butter, boxes and other wooden receptacles. The large two-story brick building which has been used for storage and warehouse purposes is being equipped with machinery and will constitute a part of the manufacturing plant. The Kennedy Supply Company is a big concern with two plants in Kansas City, one in Omaha, and one in Sioux City, Iowa. N. A. Kennedy, the head of the company, has been in Fort Smith recently looking over the new plant and arranging for its completion.

Steve Treadway, a lumber and timber dealer of Carthage, Ark., recently shipped nine very large hardwood logs to Little Rock. The logs contained more than two thousand feet of lumber.

George C. Brown & Co., Memphis, recently sold a number of cut-over timberland tracts in Saint Francis county, Arkansas. One tract of 1,000 acres was sold to B. L. Mallory and J. H. Mallory of Memphis, who propose to clear and put the land into cultivation. Another tract, of 2,200 acres, was sold to R. G. Hobbs of Memphis, and a third, of 14,000 acres, was sold to W. K. Canaday, of Memphis. The prices on these tracts ranged from \$25 to \$60 per acre. George C. Brown & Co. have about 5,000 acres of cut-over timberlands near the plant at Proctor, Ark., which will be retained by the company and cultivated. About 300 acres of it were cultivated this year and produced about 300 bales of cotton. This company has also recently purchased a tract of 6,600 acres in Chicot county, Arkansas, from J. M. Goff of Memphis. On this tract there are some 5,000 acres of virgin hardwood timber, principally oak. The rest is cut-over land. The company also owns another body of timberland in Chicot county, and plans to erect a sawmill on or near it, probably at Lake Village.

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and Guaranteed Inspection

FRANK PURCELL

515 Dwight Building, KANSAS CITY, MO.

The following stock is in excellent condition, ready for immediate shipment

4/4 No. 3 Elm & Ash 24,000
5/4 No. 3 Elm & Ash
6/4 No. 3 Elm & Ash
8/4 No. 3 Elm & Ash
4/4 No. 1 & Btr. Birch 51,000
4/4 No. 2 Birch
4/4 No. 3 Birch 202,000
5/4 No. 3 Birch 78,000
4/4 No. 3 Basswood 25,000
6/4 No. 3 Birch 8,000
4/4 No. 3 Maple
5/4 No. 3 Maple 387,000
Ideal
Hardwood
Sawmill
The state of the s

Are putting in pile every month two and one-half million feet of choloest Northern Michigan Hardwoods

Stack Lumber Company

Masonville, Michigan

J. H. Moses has recently leased an old gin at Corning and converted it into a spoke factory. Spokes for automobiles will be made principally. Fifteen men are employed at present.

The Garden Land and Timber Company, Luxora, Ark., filed articles of incorporation on November 29. The new company is capitalized at \$1,500. and has for its incorporators George E. Carten, Alvin Wunderlich and A. C. Eckert.

The Portable Stave Company of Wynne, Ark., filed articles of incorporation on November 29 with a capital stock of \$1000. The incorporators are R. Block, H. A. Block and E. Hamilton.

A mill for the manufacture of beer barrel staves is to be started at Flippin, Ark., in the near future, according to a report from that place. There is an abundant growth of virgin timber in that section.

The commissioner's deed for the property formerly owned by the H. D. Williams Cooperage Company, of Leslie, Ark., was recently filed in the effice of the circuit clerk and recorded at Mountain Home. The property was conveyed to the Export Cooperage Company, which company bought in the property under the foreclosure sale. The property, which was sold for \$108,000, embraced several thousand acres of hardwood timber located in different parts of the state. The deed was made up of 19 closely written pages and bore \$173.50 worth of revenue stamps.

--< WISCONSIN ≻=

The Wisconsin Box Company has awarded contracts for a sawmill at its plant at Wausau, Wis. The mill will have a capacity of 40,000 feet of lumber per day, will employ twenty-five men and operate by electricity.

The Center City Woodwork Co., Milwaukee, has filed an amendment to its articles of incorporation increasing the capital stock to \$6,500.

A firm to manufacture sash and doors has been formed at Prairie du Chien, Wis., by George Griesbach and Pat Cecka, both of that city. A plant has been established.

The Phoenix Chair Company of Sheboygan, Wis., is reported to have plans under way for extensive improvements of its plant. A new connecting bridge is included in the improvements.

The hardwood lumber business of Hammer Brothers at Hillsboro, Wis., has been succeeded by the Hillsboro Hardwood Lumber Company, in which F. A. Wopat is interested.

Charles Duvall, of Riplinger, Wis., is constructing logging camps where about 800,000 feet of timber will be put in this winter. The logs will be landed at Stump's spur.

The J. S. Stearns Lumber Company has finished the annual repairs to the sawmill at Odanah, Wis., and operations are now being resumed. The concern will operate six lumber camps this winter, employing about 1,000 men, and expects to cut about 30,000,000 feet of timber. This is principally hardwood and hemlock. Day and night shifts will be operated at the mill, employing about 500 men.

Walter Curtiss of Lake Geneva, Wis., has sold to E. J. Brown of Spring Prairie, and John Hamm of Burlington, 1,000,000 feet of standing timber in southern Wisconsin. This is one of the largest deals of its kind that has been made in that section. The timber, consisting of oak, ash and other hardwoods, will be cut immediately and manufactured into lumber.

The Beaver Dam Box and Silo Manufacturing Company is erecting a large lumber shed and warehouse at its plant in Beaver Dam, Wis. The building will be 80 by 150 feet, equipped with lumber piling machinery as well as equipment for sawing and dressing the lumber. A side track runs directly into the interior.

Overhauling of the mill of the Jacob Mortenson Lumber Company at Wausau, Wis., has been completed and operations will be resumed as soon as logs arrive. More than 100 men are employed in the mill and yards when operating.

The Fuller Goodman Lumber Company recently incorporated at Oshkosh, Wis., with \$100,000 capital stock, is headed by F. A. Fuller as president. R. B. Goodman of Marinette, Wis., is secretary.

The Kinzel Lumber Company of Merrill, Wis., has disposed of its waste and refuse burner to the Dunlevie Lumber Company of Allenhurst, Ga. The burner is being dismantled for shipment south. The modern methods of using what was formerly considered waste wood for various commercial purposes has made the burner obsolete at the Merrill plant.

Fred D. Leavens has succeeded L. L. Gibbs, resigned, as manager and superintendent of the Antigo, Wis., factory of the Crocker Chair Company, of Sheboygan, Wis. Mr. Gibbs held the position for twenty-five years, ever since the Crocker interests purchased the Antigo plant from the Hermann-Beglinger Company.

The Northern Furniture Company and the American Manufacturing Company, two of the leading woodworking concerns of Sheboygan, Wis., have announced a monthly bonus for employes who have been in service for one month or more. The Northern company will add \$5 per month to each pay check. The American concern will pay 10 percent of the regular wages of all employes of a month or more, which will be between 400 and 500 people. The first bonus will be paid January 2 on December wages.

The dry kiln of the N. S. Washburn Lumber Company at Sturgeon Bay, Wis., which is used during the winter as the sawmill, was destroyed by fire. The loss of \$1,500 is fully covered. The building will be replaced by a new dry kiln and the sawmill will be remodeled.

The Wollaeger Manufacturing Company, maker of bank and office fixtures at 28 Juneau avenue, Milwaukee, sustained the loss of a dry kiln

and almost total loss of the manufacturing plant by fire. Eighty men are out of employment and plans are being made to immediately replace the buildings. Machinery, lumber and finished material were badly damaged. The loss is well covered.

The Hardwood Market

The slight easing up which has marked the local situation in the last couple of weeks is probably attributable to the near approach of the new year. With inventories and other matters coming along shortly, the tendency is necessarily toward the purchase of as small quantities as possible. While the movement has been representative as far as maintaining the balance in the different woods and grades is concerned, there has been a little easing up all along the line, although not enough to make anybody wonder. Optimism still abounds and it is not inflated optimism, but a genuine faith in the future months, which is builded upon a solid foundation of understanding and strong basic conditions. The local market is suffering probably as much as any on account of car shortages and insufficient mill stocks. In fact, a great deal of complaint has been heard here as in other sections. However, a large volume of business is always being transacted in or passing through Chicago, and the quantity of lumber now moving gives ample justification for the firm values prevailing.

=≺ BUFFALO **>**==

The hardwood demand is about as good this month as a month ago at most of the yards, and some report that December promises to be one of the best months of the year. The market shows much firmness, owing to the lack of available stock for quick shipment from the mills. The car shortage shows no signs of being over and the local market is getting many hurry orders, so that assortments bid fair to be considerably broken during the next few weeks. Wholesalers who usually have cargoes coming down the lakes at the close of navigation find it next to impossible to get boats, and rates have been very high for weeks.

Thick maple and thick oak are moving most rapidly from the yards, and prices on these woods have been advanced lately. Ash is also selling well. Poplar trade is on a fair scale, with a good deal of it in the lower grades. Elm and basswood are showing improvement. At some yards it is stated that the demand now covers more woods than it has for some time past.

=≺ PITTSBURGH **>**=

Hardwood men are feeling mighty good over present business and prospects for the immediate future. The demand from manufacturers who use hardwood extensively is good. This is especially true of the automobile and furniture makers. There is every indication that 1917 will be a record year in the consumption of hardwoods for these two purposes. Trade in mixed hardwoods for mining concerns was never better and prices are very firm. Yard trade has been excellent of late. The car shortage is showing no let up in particular, and the scarcity of labor at the hardwood mills is even worse now than in the summer.

----≺ BOSTON ≻=

The local market continues about the same as in recent reports. Values remain strong with the extremes on some items. There is very little evidence of the high costs in other commodities applying to hardwood lumber. This fact is a matter of some surprise, as cost factors are constantly increasing. This situation also disposes many to buy at current prices, as there could be no expectation of lower hardwood prices unless on account of some foreign complication there should be a reaction in the whole commercial field, or "the rising prices overtake the country's purchasing power," as remarked by a large Boston bank in its current communication on conditions. The car shortage is not felt so badly at hardwood shipping points as at those in other kinds of stock, but embargoes are adding to the difficulties in all branches of the trade. Some relief is expected from the increasing use and manufacture of northern New England hardwoods, several large operations in which are being consummated on scales corresponding to production in the West and South. Building operations in New England have not abated, the figures from January 1 to November 15 showing this year still some \$13,000,000 above the highest year of record.

=≺ *BALTIMORE* **>**=

Such changes as have taken place in the hardwood trade here during the last two weeks are for the better. They have brought about still greater firmness in prices, with a chance for the rising tendency to assert itself and with the outlook very promising. For a time salesmen reported a holding back with orders on the part of buyers. It seemed as though the stocks in the hands of the consumers after the raising of the railroad embargo attained far greater proportions than had been expected, and that in the face of the liberal holdings the consumers desired to wait until some of these accumulations had been worked off. This appears now to have been done to a considerable extent, and the movement once more



Have you seen any better Walnut logs than these?

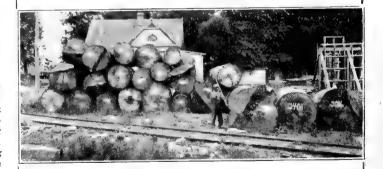
THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak comes from the same soil

CHAS. H. BARNABY

Greencastle, Indiana

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Hardwood Lumber, Rotary Cut Veneers, Rotary Cut Gum Faces, Cross Banding and Cores.

Our Standard

We are makers of Good Lumber.

For ten years we have been turning out high-grade Hardwoods at our present location, and thruout those ten years we have been studying constantly to improve our products.

As a result we have established a real STANDARD OF QUALITY.

When our customers speak of GOOD lumber they say "Like Liberty Lumber."

It IS good lumber. Smoothly sawn—plump, even thickness—good widths—good lengths—and FLAT.

Good to look at, a pleasure to work—that is "LIBERTY" lumber.

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LIBERTY HARDWOOD LUMBER COMPANY MAKERS OF GOOD LUMBER COMPANY MAKERS OF GOOD LUMBER Big Creek, Tex.

Williams Lumber Company

FAYETTEVILLE TENNESSEE

-MANUFACTURERS----Middle Tennessee HARDWOODS

Soft-Textured Qtd. Oak a Specialty

corresponds with the actual rate of consumption. Except in some of the low grades, where a lessening of the inquiry has been noted, the buying is freer than it was, with the quotations generally on a higher level, although the increases have not so far assumed extraordinary proportions. It was, of course, inevitable that the hardwoods should go up, although the decline in them had not been so great as in various other woods. The trade has now evidently made up its mind that values will be permanently higher, and is going ahead to arrange for its requirements. Some of the hardwood men report that the volume of orders is very satisfactory. These dealers state that they are doing considerably more business than at this time last year. One division of the trade which shows absolutely no improvement is that of exports. The backwardness of the foreign business, of course, throws a greater weight upon some of the domestic trade, leaving so much more lumber to be taken care of. But there are indications that the large requirements in the home market will fully compensate for any deficiency in other directions. The mills, according to all information obtainable, have no extensive assortments of lumber on hand, while some prices have gone up sharply, like those of maple flooring, for instance, with regard to which lists have been repeatedly withdrawn for revision upward.

=≺ COLUMBUS ≻=

The hardwood trade has ruled firm in every particular during the past fortnight. Trade has been as good as car supply would permit and the general tone of the market is satisfactory. Lumbermen believe that future prospects are good.

Trade is about equally divided between retailers and factory demand. Buying on the part of concerns making furniture and boxes is rather active, and the same is true of vehicle and implement plants. They have very little surplus stocks on hand and many are buying for the purpose of increasing surplus supplies.

Retailers are buying only from hand to mouth as a general proposition. Stocks are not large and many are loath to increase them under present conditions. Building operations continue active-in fact, the building outlook is exceedingly bright, as many new projects are announced for the coming season. Even in the face of high prices buying is going on

Prices are well maintained and every change has been toward higher levels. The lower grades are especially strong. Car shortage is interfering with shipments and many are delayed from two weeks to a month. This is causing considerable inconvenience in the trade generally. Mill stocks are only fair. Collections are good in most localities.

Quartered oak is firm. Plain oak is also selling well and prices are firm. There is a good demand for chestnut, especially the lower grades. Ash is increasing in activity, and the same is true of basswood. Poplar is strong in every way. Other hardwoods are unchanged.

-----≺ CINCINNATI >-

There has been a noticeable hardening in prices during the past couple weeks, the volume of inquiry picking up considerably, centering upon the staple woods. Another cause which has had the effect of boosting prices is the scarcity of dry stocks, especially in 1-inch and thicker lumber. This is prevalent in the upper grades and as a consequence there has been a much livelier demand for the lower grades, which in this market are much more available than the higher priced article. The northern product is advancing more than the southern, firsts and seconds ranging about \$1 better than a few weeks back. A heavy demand has set in recently for thick lumber. Maple is gaining in favor, especially with the flooring concerns, altho the volume of the maple movement still is considerably below birch, which for some weeks has been the leading seller in the entire hardwood list in this territory. Prices are being maintained and a good part of the local demand for birch is coming from the furniture manufacturers. There has been a revival in the elm market the last few weeks, the call from the up-state wheel factories being especially insistent. Soft elm has advanced somewhat and gives every indication of maintaining all gains for some time. Thick elm hub blocks are commanding better prices and no doubt will continue to rise well into the winter. Plain oak, firsts and seconds, is leading the southern list and moving in better volume than a few weeks ago, altho birch continues to have the call in the combined southern and northern hardwood market. No. 1 common sap gum, while still in good request, has fallen off in the volume of movement of late and prices have declined accordingly. Red gum is not sharing the fate of sap and is still in good request; prices are being maintained on a rigid basis. Ash and hickory are moving in better volume, automobile and vehicle wood stock concerns being especially good customers in this market. While the aeroplane manufacturers are using a little of this wood, their chief call centers on spruce. The recent call for bids on a large number of aeroplanes by the government gave rise to the belief that some of that business may land in Dayton, but inasmuch as Cincinnati is not much of a spruce market, there is little chance of any large proportion of the business falling this way. Cottonwood prices are rising somewhat, although the demand is not increasing very extensively. A rather serious shortage a while back in cottonwood in this market seems to be the main reason for the climb in price, rather than the volume of movement. Manufacturers of boxes constitute the chief source of cottonwood consumption in this section. Poplar is moving in nice volume in the lower grades, but dry stock in the better



OUR NIGHT RUN WILL ENABLE US TO OFFER A COMPLETE ASSORTMENT OF THICKNESSES AND GRADES.

LAMB-FISH LUMBER CO. Band Mill and General Offices: Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB"
Codes Used-Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

STOCK LIST FOR	R DECEM	BER, 1910	6				
3 8"	1 2"	5 8"	3 4"	4, 4"	5 4"	6 4"	8, 4
1st & 2nds Qtd. White Oak 6" & up 63,600							
lst & 2nds Qtd. White Oak 6-9"	93,000	42,000	28,000	139,000	1,500		
Ist & 2nds Qtd. White Oak 10" & up	58,000	19,000	30,000	26,000	1,500		7,00
Com. & Bet. Qtd. White Oak 50-50'		85,000				******	
No. 1 Common Qtd. White Oak	13,000	62,000	7,000	142,000	36,000	1,500	7,00
No. 2 Common Qtd. White Oak	4,000	14,000	7,000	121,000	2,000		
Clear Strips Qtd. White Oak 21/2-31/2				24,000			
Clear Strips Qtd. White Oak 4-412				22,000			
Clear Strips Qtd. White Oak 2½-5½				11,000			
No. 1 Com. Strips Qtd. White Oak 212-512				22,000			, , , , ,
1st & 2nds Pl. White Oak		83,000		300,000		0.500	6.00
No. 1 Com. Pl. White Oak	21,000		36,000	150,000	15,000	2,500 4,000	
No. 2 Com. Pl. White Oak		3,000		350,000			
1st & 2nds Pl. Red Oak	4,000		11111	10,000	20.000	3,000	2.50
No. 1 Com. Pl. Red Oak		4.20.25	8,000	200.000	20,000	9,000	,
No. 2 Com. Pl. Red Oak		8,000	2,000	300,000	26,000	,	
Oak Core Stock				150,000		11,000	
1st & 2nds Plain Red Gum	452,000		88,000		90,000	14,000	
No. 1 Common Plain Red Gum	85,000		85,000			6.000	
Com. & Bet. Qtd. Red Gum 60-40				25,000		-,	
1st & 2nds Figured Red Gum		*		41,000			
No. 1 Common Figured Red Gum.				40,000			
1st & 2nds Sap Gum 13" & up				11,000			
1st & 2nds Sap Gum 18" & up		2 000		125,000			
No. 1 Common Sap Gum		3,000		,		15,000	
No. 2 Common Sap Gum				186,000	36,000	6,000	
No. 3 Common Sap Gum				20,000	30,000	0,000	
Com. & Bet. Ash 50-50 %				30,000			
No. 2 Common Ash				,			
No. 3 Common Ash				14,000			
No. 1 Common Elm				14,000			
No. 2 Common Elm				8.000			
1st & 2nds Sycamore				13,000			
Log Run Sycamore 50-30-20				13,000			

Our 1st & 2nds grade in Plain Sawn Stock will average 10" in width, No. 1 secun in about 8', 100", 10th running 50% or 10ther 14 and 16 ft. lengths. Facilities for kiln-drying and surfacing.

WE MANUFACTURE bandsawed, plain and quarter sawed WHITE AND RED OAK AND YELLOW POPLAR

We make a specialty of Oak and Hickory Implement, Wagon and Vehicle Stock in the rough.

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PHILADELPHIA, PENNSYLVANIA
CHOICE DELTA GUM Dry and Straight

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

RED GUM

(Leading Manufacturers)

BLISS-COUK OAK CO.

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Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

OUR SPECIALTY St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods —— Gum, Oak and Ash——

J. H. Bonner & Sons

Mills and Office, QUIGLEY, ARK. Pesteffice and Telegraph Office.

grades is pretty badly assorted. The car shortage continues to depress the cypress market in the matter of actual sales, altho prices are gaining rapidly. Lath and shingles are scarce both in cypress and red cedar.

CLEVELAND >=

Little change is to be noted in the hardwood market here during the last two weeks. All descriptions are in fairly good demand, due to the keen interest in builders, especially housing constructors, to get their jobs completed this winter. So far the open weather had aided materially in carrying on this work, and this has reflected to the advantage of the hardwood members of the trade. In some quarters the opinion is that more business could be done in certain varieties were the railroads in a better position to make deliveries. Investigation by A. G. Webb of the West Virginia Timber Company shows that car shortage is still impending and that no relief is promised. These conditions have a tendency to sustain prices at the level established last month, although there have been no further advances. Oak and maple flooring still are the leading finds a good outlet for exterior and interior work.

===≺ INDIANAPOLIS ≻=

Business continues in excellent volume in the hardwood lumber market, dealers reporting little change during the last few weeks. The car shortage, which has been tightening its grip gradually on all industries, remains the chief market factor, and unless relief comes before the early months of the year substantial price increases probably will follow if the demand continues to be excessive. The demands in Indianapolis and throughout central Indiana from both consuming plants and from the building trades is as good as it has been for many years, and much heavier than it has been during the last two years.

Wood consuming plants are being operated at capacity and orders are still stacking up. Indiana farm implement manufacturers report that their demands on the market will be heavier for the coming season than they had anticipated. Although sixty per cent increases in the price of most farm implements will be effective by the first of the year, manufacturers report that their advance orders for delivery early in the year are abnormally heavy, and that they will be compelled to make heavier demands on the hardwood market than they had anticipated.

Companies engaged in the manufacture of parts for automobiles which are constructed of wood report a heavy business, and new enterprises of this nature are being organized in Indiana continually. Veneer plants are enjoying a good business, and there is not much seeking for orders.

The demand for hardwoods for building purposes is unusually heavy for this season of the year. Building operations for November show a gain of \$282,253 over the corresponding period of last year, the total value of building operations being \$721,076, compared with \$438,823 during November, 1915. Since the first of the year the value of building operations in Indianapolis has reached the sum of \$8,407,216, compared with \$6,658,906 during the corresponding period of 1915, or a gain of \$1,748,804.

EVANSVILLE

The hardwood lumber manufacturers of Evansville and southern Indiana report that there has been some falling off in trade during the past three weeks, but in spite of this all the up-town mills in Evansville are being operated on full time with a fair amount of orders coming in from time to time. November was not quite so active as October, but manufacturers say they are looking for a fair amount of trade in December and that the New Year ought to start off all right. Poplar has taken a spurt here during the past few days and there is quite a demand for this lumber. One large lumber manufacturing concern in Evansville states that for the first time in two or three years it is bringing in poplar logs to be sawed up into timber. Walnut is also in better demand. Ash and beech are in fair demand on the local market, while cherry and chestnut are moving better than they were a month ago. Cottonwood has been in fairly good demand for the past several weeks, while cypress and elm are only in moderate demand. All grades of gum are in strong demand, as they have been for some time past. Hickory is good, and maple is fair. Quartered white and red oak and plain white and red oak are in fairly good demand, but manufacturers report that these grades are not moving so briskly as they did a few weeks ago. There is still some demand here for quartered and plain sycamore. Pecan has been moving at a good rate. Collections and general business conditions in this section are fairly good. Manufacturers are still having trouble in getting all the labor they want. With the coming of cold weather, however, it is expected that many workmen in the large cities will be released from street work, and this will mean an influx of laborers to factory towns. Crop conditions are good. The wheat crop sown last fall is looking fine, although a good rain is needed in some sections.

The various wood consuming plants in Evansville and vicinity are busier now than they were this time last year, but are still handicapped by the car shortage. Many manufacturers are compelled to pay fancy prices for coal, and in some instances they can get only enough to run their plants from day to day. The building operations in Evansville are fairly active. Planing mills continue to run on full time, and sash and door men have no complaint to make.

=≺ NASHVILLE >==

Business in the hardwood market for the past two weeks has been very satisfactory, with prices well maintained. Stocks are getting low, being far below the normal for this season. This has been due to the curtailment of production following the outbreak of the war, and then came the shortage of cars, which interfered with movement of logs. The car situation has improved considerably at Nashville, and shippers have been fairly well supplied. The demand has been brisk for plain oak, and poplar of all kinds has been in good demand. Hickory and ash are good sellers, and it is said that some walnut is again being bought for gunstocks. Quartered oak and chestnut have been slow. Business is fairly active with box factories and flooring concerns.

=≺ LOUISVILLE >=

While there is still a considerable shortage in cars in the South, hardwood lumber concerns of Louisville report that they are getting a much larger percentage, and conditions are showing improvement. The demand for lumber is greater than ever before in the history of the industry, and orders now on the books are heavier than ever before known. Deliveries are being held back somewhat for want of cars, but conditions are generally satisfactory. Every item in the hardwood stock list is now moving freely, it is said, there being an especially heavy movement in poplar and oak. Gum is so active that it is not being pushed, while all grades of walnut and mahogany, including veneers and glued-up stock, are in great demand. Elm, hickory, ash and cottonwood continue in steady movement. Several good orders have been placed for walnut during the past few days, and heavy buying orders out through the state have been given to secure logs with which to fill this demand, which is for gunstocks and aeroplane propeller blades, for use by the English government. Mahogany panels and veneers are selling freely and, in fact, the demand for all classifications of hardwood material is entirely satisfactory at present. It is intimated that a number of orders will be carried over into 1917, and considering the present unfilled demand for hardwoods it is the prevailing opinion that the spring of 1917 will show a still greater demand and

=≺ ST. LOUIS **>**=

Hardwood conditions are encouraging to a certain extent and quite a good volume of business is being done by the local yards. Deliveries from the southern mills are slow in arriving, owing to the continued scarcity of cars. Quite a few inquiries are coming in for next season's delivery and everything looks encouraging for a good active demand at that time. In fact indications point to an excellent demand during the entire winter. There is considerable ordering being done by the factory trade. Reports from the mills are to the effect that stocks there are in better condition than that usually prevailing at this season, owing to good logging weather conditions prevailing. Shipments are slow, however, on account of equipment being scarce. All items of hardwood are firm. A good demand for ash prevails and gum is also in good request. There is a betterment in the number of requests for red and white oak. Poplar is moving fairly well. A seasonable volume of cypress is moving with a better demand than the local yards can supply and this is keeping prices strong. Considerable stock is moving, however, and the supply is running low. Most of the orders call for quick delivery and mixed car orders are most called for.

===≺ MILWAUKEE ≻=

While the demand for hardwood in this market continues to remain in a very satisfactory condition, the one disturbing feature, the car shortage, also has not changed appreciably. The grain and iron and steel interests have kept the cars moving eastward with few returning, so that manufacturers, wholesalers and retailers in lumber have been unable to make their shipments. However, this shortage is partly responsible for the present healthy state of the market as it has prevented overloading the supply.

Buying at this time is principally for immediate delivery as users of hardwood are enjoying excellent business conditions and their stocks are running low in view of the fact that the end of the year will soon be here. Prices remain firm and from the present outlook there is very little chance of weaker quotations. The demand generally is very satisfactory at these prices and for the season.

Building activities continue in fine shape. In Milwaukee November showed a fine increase over the same month in 1915, there having been issued 286 permits representing \$1,703,180. A year ago 278 permits were issued for only \$1,040,357. This promises to be one of the best years in the construction line here, as the total for 1916 to December 1 reached \$13,665,764, compared with \$11,289,439 for the same period a year ago. Operations in other Wisconsin cities are more extensive this year than ever before, while the prospects for 1917 are unusually bright. Madison, La Crosse, Green Bay, Eau Claire, Racine, Beloit and Oshkosh have witnessed most prosperous years in the construction line, with the result that the lumber business felt a corresponding prosperity.

The weather has been ideal for logging operations in the northern woods and everywhere record cuts are contemplated and well under way.

SWAIN-ROACH LUMBER CO.

Manufacturers and Wholesalers
Of All Kinds of

Indiana Hardwoods

A Large Stock of Dry, Plain and Quartered White and Red Oak always on hand.

S P E C I A L Quartered Black Gum the Indiana Mahogany

Seymour, Ind.

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Best Indemnity at Lowest Net Cost Can Be Obtained From

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED-HIGH-CLASS

experienced man with thorough knowledge of hardwood to act as salesman and sales manager. Address "BOX 115," care Hardwood Record.

LOGS WANTED

WANTED-500 CARS

of Walnut Logs 14" and up in diameter. Will pay cash at loading point. WOOD-MOSAIC CO., INC., New Albany, Ind.

WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

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FOR SALE

4,063 ACRES OF TIMBERLAND. Timber consists of chestnut, oak, poplar, wild cherry, etc., etc. Located near Great National Road in Fayette County, Pa. Address ANDREW STEW-ART, 1442 Clifton St., N. W., Washington, D. C.

GOOD TRACT TENNESSEE HARDWOOD

For Sale—20,000 acres at \$10 per acre. Will cut 4,000 to 5,000 feet per acre. 60% White Oak, balance Poplar, Chestnut and other Oak. If interested write E. A. ARMSTRONG, Box 328, Lebanon, Tenn.

TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

TIMBER ESTIMATING

TIMBER ESTIMATING

THOS. J. McDONALD,
Forest Engineer,

East Tennessee Bank Bldg., Knoxville, Tennessee.

TIMBER ESTIMATORS

Sanborn & Gearhart, Asheville, N. C.

HARDWOOD TIMBER ESTIMATOR NORTHERN, SOUTHERN AND TROPICAL TIMBER

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FOR SALE COMPLETE SAWMILL

Fay & Egan 6' Band Mill with 8" steam feed. Allis-Chalmers heavy carriage, 72x18 boiler with heater and pump, 75 H. P. Houston-Stanwood & Gamble engine, log haul-up with cable, log turner with chains, Sinker-Davis side edger. Sturtevant fan with complete new sawdust blowpipe system, with all necessary fittings, piping, valves, extra band saws, shafting and pulleys. The price on same is \$3500 net cash, F. O. B. Cincinnati, and can be seen at the FREIBURG LUMBER CO., Cincinnati, O.

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Veneer mill equipped with Blakeslee Lathe, Textile Dryer, Band Resaw, Planer, Cut-off and Trimming Saws, Panel End Machines, Fruit and Vegetable package machines. Situated in southern state on trunk line railway with abundance cheap timber in easy access. Good reason for selling. Address "OPPORTUNITY," care HARDWOOD RECORD.

LUMBER FOR SALE

THIN QTD. WHITE OAK LUMBER FOR SALE

4 cars $\frac{3}{8}$ and $\frac{7}{6}$ quarter sawn white oak veneer backing boards, FAS and select grade, 6" to 14" wide, mostly 8" to 11" wide, 10' to 16' long.

WILLIAMSON-KUNY MILL & LUMBER CO., Mound City, Illinois,

FOR SALE

3 cars each inch No. 1 and No. 2 Com. Ash.
1 car each inch No. 1 Com. Red and Sap Gum.
1 car each inch FAS Sap and Red Gum.
20 cars 1" No. 1 Com. Soft Southern Tupelo Gum.
CORNELIUS LUMBER CO., Wright Bldg.,
St. Louis. Mo.

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LUMBER COMPANIES

Owning their own stumpage can find market for a considerable quantity of basswood dimensional lumber each year.

Address "BOX 120," care HARDWOOD RECORD.

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Common and better hickory, to be shipped green from the saw. Will send inspector to load, where quantity justifies, and pay cash. Can use unlimited amount. Address,

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100 M' 5 4 Log Run Cottonwood. 200 M' 1" Log Run Gum, 200 M' 1" Log Run Elm, 100 M' 1½" Log Run Elm, CORNELIUS LUMBER CO., Wright Bldg.. 8t. Louis, Mo.

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42", 48", 54" maple, beech, birch, now or later. We buy lumber, ties, piles, posts, fuelwood, etc. JUDY FOREST PRODUCTS COMPANY, Chicago.

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FOR SALE

1 car 2x2-24, 36 & 48" clear Sap Gum Squares.

1 car 2x2—24, 36 & 48" clear Oak Squares. Can make prompt shipment and also cut other lengths. Write for delivered prices.

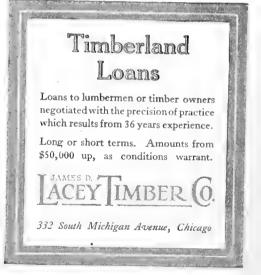
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150 M' 1/20 quarter sawn white oak veneer, select common grade, good figure, 6" to 14" wide, largely 8" to 11" wide, 10' to 16' long.

WILLIAMSON-KUNY MILL & LUMBER CO., Mound City, Illinois.





HARDWOODS FOR SALE

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NO. 1 C. & BTR., 6-4", about 75% FAS, 25% No. 1 C. BLISS-COOK OAK COMPANY, Elissville. Ark.

NO. 1 C. & BTR., 4'4" to 16'4". BUFFALO HARDWOOD LUMBER CO., Buffalo. N. Y. FAS 5 8", 10" & up: LOG RUN, black, 4'4". HOFFMAN BROTHERS CO., Fort Wayne, Ind. FAS 6',4" to 12',4" reg. wdth., 8 to 16', 4 mos. dry; NO. 2 C. 4',4", reg. wdth. & lgth., 4 mos. dry; NO. 2 C. 4',4", reg. wdth. & lgth., 4 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

NO. 1 C. & NO. 3 C., both 4'4", reg. wdth. & lgth., 8 mos. dry. NICKEY BROS. INC., Memphis. Tenn.

LOG RUN. 4'4" to 16 4". SOUTHERN PINE

phis, Tenn.
LOG RUN, 4/4" to 16 4". SOUTHERN PINE LYMBER CO., Texarkana, Tex.
NO. 1 C., 5/8", reg. wdth. and lgth., dry.
SWAIN-ROACH LUMBER CO., Seymour, Ind.
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BROTHERS LBR. CO., Pittsburgh, Pa.

BASSWOOD

COM. & BTR., white, 5/4". HOFFMAN BROTHERS CO., Fort Wayne, Ind.
NO. 2 C. & BTR., 4/4 & 5/4", 4" & up. 4 to 16', 10 mos. dry; NO. 1 & BTR., 4/4", 94" & up, av. 12", 8 to 16', 60% 14 & 16', 10 mos dry. RICE LAKE LUMBER CO., Rice Lake, Wis. FAS 12'4", 6" & up, standard 1gth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

BIRCH

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FAS. curly, 4/4 to 8/4", 6" & up. standard

1 & 2 FACE SITE LAKE LUMBER CO., RICE Lake, Wis. FAS, curly, 4/4 to 8/4", 6" & up. standard lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

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AROMATIC, red. 4/4". BUFFALO HARD-WOOD LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 2 C., 4/4 to 8/4". 1 yr. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.

FAS 5/8": COM. & BTR., 4/4"; NO. 1 & 2 C., 5/4 to 8/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

NO. 1 C., 4/4", 4" & up. 'standard lgths., 2 yrs. dry; FAS 5/4 & 6/4", 10" & up. standard lgths., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHESTNUT

NO. 1 C. & BTR., 4/4", reg. wdths. and lgths., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

mour, Ind.

SOUND WORMY & NO. 2 C.. 4/4 to 8/4", 8
mos. dry. WILLSON BROTHERS LBR. CO.,
Pittsburgh, Pa.

FAS 4/4 to 8/4", 6" & up, standard lgths., 2
yrs. dry. NO. 1 C. & NO. 2 C. and SOUND
WORMY, 4,4 to 8 4", 4" & up, standard lgths., 2
yrs. dry. YEAGER LUMBER CO., Buffalo,
N. Y.

COTTONWOOD

FAS 4/4", reg. wdth. & lgth., 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

CYPRESS

NO. 1 C. 8/4". BLISS-COOK OAK COM-PANY. Blissville, Ark. SHOP, SELECTS & FAS, Louisiana red, 4/4, 5/4 & 8/4", good wdths, & lgths., band sawn, 6 mos, dry, CLARENCE BOYLE, INC., Chi-cago, Ill.

ELM—SOFT

NO. 1 C., 6 4", 15 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
LOG RUN 44", reg. wdth. and lgth., dry.
SWAIN-ROACH LUMBER CO., Seymour, Ind.

GUM-SAP

FAS & NO. 1 C., 4 4" reg. wdth., kiln-dried steam, J. M. ATTLEY & CO., Chicago, Ill. NO. 1 C. & BTR., 5 8, 3 4 to 6 4", good wdths., 60% 14 & 16', straight and flat, band sawn, 4 mos. dry. CLARENCE BOYLE, INC., Chicago, Ill.

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GUM—PLAIN RED

FAS & NO. 1 C., 4 4", reg. wdth., 5 mos. dry; NO. 1 C & BTR., S-4", reg. wdth., 2 mos. dry, qtd. sap, no defect. J. M. ATTLEY & CO., Chicago, Ill.

Chicago, Ill.

NO. 1 C. & BTR., 4'4, 5'4, 6'4 & 8'4", good widths., 60°f. 14 & 16', straight and flat, band sawn, 4 mos. dry. CLARENCE BOYLE, INC., Chicago, Ill.

NO. 1 C. & BTR., 4'4", 4 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

Ark. FAS & NO. 1 C., 44". SOUTHERN PINE LUMBER CO., Texarkana, Tex.
LOG RUN, 44, 8 mos. dry. WILLSON LOG RUN, 4 4. 8 mos. dry. WILLSO BROTHERS LUMBER CO., Pittsburgh, Pa.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4 4 & 6 4", good wdths, and lgths, carefully manufactured, band sawn, 4 mos. dry. CLARENCE BOYLE, INC., Chi-111

cago, III. NO. 1 C. & BTR., 8 4", 4 mos. dry; NO. 1 C. & BTR. unsel. 8 4", 4 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock,

Ark.

COM. & BTR. 4/4", ran, wdth, and lgth., 8/12
mos, dry, sliced boards highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.
NO. 3 C, 4/4", reg, wdths, and lgths., 7 mos,
dry, NICKEY BROS., INC., Memphis, Tenn.
FAS. & NO. 1 C., FIG., both 4/4", reg, wdth,
and lgth., 10 mos, dry, STIMSON VENEER &
LUMBER CO., Memphis, Tenn.

GUM—TUPELO

COM. & BTR. 4/4", reg. wdth. and lgth., 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

GUM—QUARTERED BLACK

LOG RUN 4/4", reg. wdth. and lgths., 1 yr. dry. STIMSON VENEER & LBR. CO., Memphis, Tenn.

HEMLOCK

MERCH. 8/4", 8" wide, 18' long; NO. 3 C. 8/4", 4" wide, ran. lgth.; NO. 3 C. 8/4", 6" wide, ran. lgth.; NO. 3 C. 8/4", 10" wide, ran. lgth.; NO. 3 C. 8/4", 10" wide, ran. lgth.; NO. 3 C. 8/4", 12" wide, ran. lgth. R. HANSON & SONS, Grayling, Mich.

HOLLY

CUT to order. LITTLE ROCK LUMBER & MFG, CO., Little Rock, Ark.

HICKORY

NO.1 C. 8/4", 4" & wdr., 2 yrs. dry. BLAKE-SLEE, PERRIN & DARLING, Buffalo, N. Y. FINE, cut to order. LITTLE ROCK LUM-BER & MFG. CO., Little Rock, Ark. LOG RUN 6/4 & 8/4", 14 mos. dry. WILL-SON BROTHERS LUMBER CO., Pittsburgh,

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, all 1/2 to 16/4", plain and figured, Mexican and African, HUDDLESTON-MARSH MAHOGANY can. HUDDLESTON-MCOMPANY, Chicago, Ill.

MAPLE—HARD

NO. 1 C. 4/4, 5/4, 6/4 & 8/4", good with, 50%, 14 & 16', 2 yrs. dry. ATLANTIC LUMBER COMPANY, Buffalo, N. Y.

NO.1 C. 4/4 to 16/4", 4" & wdr., 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 3 C. 8/4". R. HANSON & SONS, Gray-

NO. 3 C, 8 4". R. HANSON & SONS, Grayling. Mich.
COM & BTR. 4 4". HOFFMAN BROTHERS
CO., Fort Wayne. Ind.
LOG RUN 4/4 & 8/4", 3 mos. dry. WILLSON BROTHERS LUMBER CO., Pittsburgh,

MAPLE—SOFT

NO. 3 C. 4'4". R. HANSON & SONS, Grayling, Mich.

LOG RUN 4 4", 10 mos. dry. WILLSON BROTHERS LUMBER CO., Pittsburgh, Pa.

OAK—PLAIN RED

FAS 4 4", 6" & wider, 6 mos. dry; NO. 1 C. 4 4", reg. wdth.. 6 mos. dry. J. M. ATTLEY & CO., Chicago, III.

NO. 2 C. & BTR., 3'4 to 8'4", good wdths., 50% 14 & 16', good texture, band sawn, 4 mos. dry. CLARENCE BOYLE, INC., Chicago, III.

III.

NO. 1 C. & BTR. 4 4 to 12 4". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y. NO. 1 C. 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y. FAS 5/8", FAS 5/4", 11" & up. HOFFMAN BROS. COMPANY, Fort Wayne, Ind. FAS 4/4", reg. wdth. & 1gth., 5 mos. dry; NO. 1 C., 4/4", 25% 10" & up, 65% 14 to 16', 5 mos. dry; NO. 2 C. 4/4", reg. wdth., 50% 14 to 16', 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

NO. 1 C. & BTR. 4' dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark. FAS 5/8 & 3/4", reg. wdth. and 1gth., 10 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

Tenn.

FAS 3/4", reg. wdth. and lgth., 1 yr. dry;

FAS 4/4", reg. wdth. and lgth., 10 mos. dry;

COFFIN BOARDS 4/4", reg. wdth. and lgth.,

1 yr. dry. STIMSON VEN. & LUMBER CO.,

Memphis. Tenn.

LOG RUN 4/4", reg. wdth. and lgth., dry.

Mempins, Tenn.
LOG RUN 4/4", reg. wdth. and lgth., dry.
SWAIN-ROACH LUMBER CO., Seymour, Ind.
FAS, NO. 1 C. & NO. 2 C., all 4/4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.
NO. 2 C. & BTR. 3/4", soft textured, bone
dry. W. R. WILLETT LUMBER CO., Louisville, Ky.

OAK—QUARTERED RED

FAS 4 '4". dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.
FAS 4/4", 10" & up, reg. lgth., 10 mos. dry;
CLEAR SAP STRIPS 4/4", 2½-3½", reg. lgth., 8 mos. dry; FAS STRIPS 4/4", 4-5½", reg. lgth., 10 mos. dry. NICKEY BROS., INC., Memphis, Tenn.
NO. 1 C. 4/4", reg. wdth. and lgth., 1 yr. dry. STIMSON VENEER & LBR. CO., Memphis, Tenn.

OAK-PLAIN WHITE

OAK—PLAIN WHITE

NO. 1 C. 4/4 & 5/4", good wdths, 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo. N. Y.

NO. 1 C., 8/4 & 12/4", 4" & wdr., 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4", 9" & wdr., bone dry. BLISS-COOK OAK CO., Blissville. Ark.

NO. 1 C. & BTR., 4/4 to 16/4". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 4/4", 25% 10" and wdr., 60% 14-16', 5 mos. dry; NO. 2 C., 4/4" reg. wdth., 55% 14-16', 3 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek. Texas.

NO. 1 C. & BTR. 4/4", dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

NO. 1 C. %", reg. wdth. and lgth., 6 mos. dry. NICKEY BROS., INC., Memphis. Tenn. CLEAR 12/4", 6" & up, 12' long, 2 yrs. dry. PROBST LUMBER COMPANY, Cincinnati, O. FAS %", reg. wdth. and lgth., 1 yr. dry; NO. 1 C. 4/4", reg. wdth. and lgth., 1 yr. dry; NO. 1 C. 4/4", reg. wdth. and lgth., 1 yr. dry; NO. 1 C. 4/4", reg. wdth. and lgth., 1 yr. dry. STIMSON VENEER & LBR. CO., Memphis. Tenn.

NO. 1 C. & BTR., SOUND WORMY & NO. 3 C. & BTR., 4/4", dry. W. R. WILLETT LUMBER COM. & BTR., 4/4", i yr. dry. WILLSON BROTHERS LUMBER CO., Pittsburgh, Pa. FAS, NO. 1 C. & NO. 2 C., all 4/4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

HARDWOODS FOR SALE

OAK—QUARTERED WHITE

NO. 1 C. & BTR. 4/4 to 12 4. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y. FAS % to 8/4". HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind COM, & BTR. 14", 6" & up, reg. lgth., 6 mos. dry; COM. & BTR. 3,", 4" & up, reg. lgth., 6 mos. dry; COM. & BTR. 3,", 4" & up, reg. lgth., 1 yr. dry; COM. & BTR. 3,", 4" & up, reg. wdth. and lgth., 1 yr. dry; COM. & BTR. 4,", reg. wdth. and lgth., 1 yr. dry; COM. & BTR. 4," reg. wdth. and lgth., 20 mos. dry; FAS 5, ", 6" & up, reg. lgth., 20 mos. dry; FAS 5, 4", 10" & up, reg. lgth., 20 mos. dry; NO. 1 C. 6 4", reg. wdth. and lgth., 1 yr. dry; NO. 1 C. 6 4", reg. wdth. and lgth., 1 yr. dry; NO. 1 C. 5", ", " & up, reg. lgth., 10 mos. dry; NO. 1 C. 5", ", " & up, reg. lgth., 10 mos. dry; NO. 1 C. STRIPS, %", 2½-5½", reg. lgth., 10 mos. dry; NO. 1 C. STRIPS, %", "NICKEY BROS., INC., Memphis, Tenn.
NO. 1 C. & BTR. 12 4", 4" & up, reg. lgth., 1 yr. dry; NO. 1 C. 5 4", 4" & up, reg. lgth., 1 yr. dry; NO. 1 C. 5 4", 4" & up, reg. lgth., 1 yr. dry; PROBST LUMBER CO., Cincinnati, Ohio.

Ohio.

FAS 4/4", reg, wdth. and lgth. 1 yr. dry;
FAS ½", reg, wdth. and lgth. 10 mos. dry;
NO. 1 C. 4/4", reg. wdth. and lgth. 14 mos.
dry. STIMSON VENEER & LUMBER CO.,

dry. STIMSON VENEER & LUMBER CO., Memphis, Tenn.
FAS & NO. 2 C. & NO. 3 C., all 4 4", reg. wdth. and 1gth., 5 mos. dry; NO. 1 C. 5 4 to 8/4", reg. wdth. and 1gth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind. FAS 4/4", 6 to 9", dry. good figure. W. R. WILLETT LUMBER CO., Louisville. Ky. NO. 1 C. & BTR. 4/4", dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark. FAS & NO. 1 C. 4 4". SOUTHERN PINE LUMBER CO., Temarkana. Tex.

PINE

MERCH. Norway, 12 4". 6" & wider, nan. Igth.; LOG RUN, white. 16'4", 4" wide, ran. Igth.; NO. 4 C. 4'4"; NO. 1 C. CULLS, 4 4". R. HANSON & SONS, Grayling, Mich.

POPLAR

POPLAR

NO. 1 C. & BTR. 4/4 to \$ 4". BUFFALO HARDWOOD LUMBER CO.. Buffalo, N. Y. NO. 1 C. 16 4". 1 yr. dry. G. ELIAS & BRO.. INC., Buffalo, N. Y. FAS 5/8"; COM. & BTR. 4 4". HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind. COM. & BTR. 5½ to 4/4", ran. wdth, and lgth. 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky. FAS 4/4", 50%, 14 & 16', 8 mos. dry; FAS 4/4", 12" & up. 50%, 14 & 16', 8 mos. dry; SAP & SEL. 4/4", 50%, 14 & 16', 8 mos. dry; SAP & SEL. 4/4", 50%, 14 & 16', 8 mos. dry; NO. 1 C. 4/4 & 5/4", 50%, 14 & 16', 8 mos. dry; NO. 1 C. 4/4", 50%, 14 & 16', 8 mos. dry; NO. 1 C. 4/4", 50%, 14 & 16', 8 mos. dry; NO. 1 C. 4/4", 50%, 14 & 16', 8 mos. dry; NO. 1 C. 4/4", 50%, 16', 8 mos. dry; NO. 1 C. 4/4", 50%, 16', 8 mos. dry; NO. 1 C. 4/4"

SYCAMORE

LOG RUN, M. C. O., 4/4", reg. wdth., 50% 14 to 16', 6 mos. dry. LIBERTY HARDWOOD LBR. CO., Big Creek, Tex.

TAMARACK

MERCH. 8/4". R. HANSON & SONS, Gray-

WALNUT

NO. 1 C. 4/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
COM. & BTR. 4/4", ran. wdth, and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.
NO. 1 C. 4/4, 5/4, 6/4 & 8/4", reg. wdth, and lgth., 8 mos. dry, NO. 2 C. 4/4, 5/4, 6/4 & 8/4", reg. wdth, and lgth., 8 mos. dry. NICKEY BROS., INC., Memphis. Tenn.
ALL grades and thicknesses. PENROD WALNUT AND VENEER CO., Kansas City, Mo.

Mo. FAS, NO. 1 C. & NO. 2 C., 4/4" & heavier in all grades. PICKREL WALNUT CO., St.

DIMENSION LUMBER

CLEAR 114x2-41", 6 mos. dry. PROEST LUMBER CO., Cincinnati, O.

MAPLE

CLEAR, 2x2-40", 3 mos. dry; CLEAR 2x2-19", 3 mos. dry; CLEAR, 2x2-30", 3 mos. dry; PROBST LUMBER CO., Cincinnati, O. ALL kinds. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

FLOORING

BEECH

13 /16x241". CLEAR 13/16x214": SELECT 13/16x THE T. WILCE COMPANY, Chicago, III

BIRCH

NO. 1, 13 16×2^{1} matched. KERRY & HANSON FLG. CO., Grayling, Mich.

MAPLE

NO. 1, 13/16x3¼", matched: NO. 1, 1½x2½", matched: PRIME, 13/16x3½" and 1½x4", matched: PRIME, 13/16x3½", jointed: CLEAR, 1½x2½", matched. KERRY & HANSON FLG. CO., Grayling, Mich. SEL, NO. 1, 3x1½". THE T. WILCE COMPANY, Chicago, Ill.

OAK

SEL. RED., 13/16x2": 13 16x115": SEL. WHITE, 13/16x2": 13/16x1½". THE T. WILCE COMPANY, Chicago, Ill.

VENEER—FACE

LOG RUN, brown. rty. cut. any thickness up to 98" in lgth.; CLEAR FACE, brown, rty. cut. any thickness up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

BIRCH

LOG RUN, rty. cut, any thickness up to 98" in lgth.; CLEAR FACE, rty. cut, any thickness up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY. Medford, Wis.

GUM--RED

QTD., FIG'D., any thickness. I VENEER MILLS, Louisville, Ky LOUISVILLE

MAHOGANY

PLAIN & FIGURED, 1/28 to 1/4". Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK-PLAIN

RED and WHITE, sawed, all thicknesses. HOFFMAN BROTHERS CO., Fort Wayne, Ind. ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY. Fort Wayne. Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne. Ind.
ANY thicknesses, LOUISVILLE VENEER MILLS, Louisville, Ky.
SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig. rtv. and sliced. PICKREL WALNUT COMPANY, St. Louis, Mo.

CROSSBANDING AND BACKING

ASH

ANY thickness, up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

BASSWOOD

ANY thickness, up to 90" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

BIRCH

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY Molioid Wis

ELM

ANY thecatess, up to 98" n 18th, all out to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAPLE

ANY threatress up to 98" u. lgth, all cut to 812" of 16 sheets. MEDFORD VENEER COMPANY, Medford, Wis.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS & TOPS

ASH

WISCONSIN SEATING COM-ondon, Wis. 3 and 5 PLY. WISC PANY, New London,

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOG-ANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. L VENEER MILLS, Louisville, Ky. LOUISVILLE

MAHOGANY

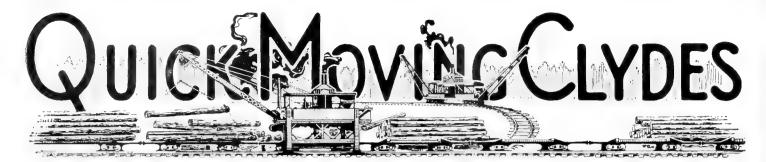
ANY thickness. LOUISVILLE VENEER MILLS. Louisville, Ky. STOCK SIZES 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill. O., Chicago, Ill.
PLAIN and FIGURED, 3 and 5 ply. WISONSIN SEATING COMPANY, New London,

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, III.
PLAIN RED and QTD. RED and WHITE, 3 and 5 ply. WISCONSIN SEATING COMPANY, New London, Wis.

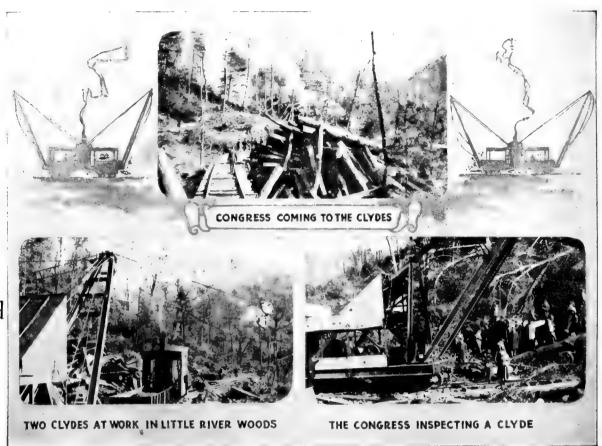
WALNUT

ANY thickness LOUISVILLE VENEER MILLS, Louisville, Ky.
PLAIN and FIGURED, 3 and 5 ply. WISCONSIN SEATING COMPANY, New London. WALNUT & VEN. CO., Kansas City, Mo.



APPALACHIAN LOGGING CONGRESS

Meets in Knoxville and Takes Trip to Townsend





A full account of the meeting and of the subsequent trip to the woods operations of the Little River Lumber Company will be found in the November number of "LOGGING." We will be glad to send a sample copy of this number upon request.

CLYDE IRON WORKS

Manufacturers of Machines for EVERY Logging Operation Head Office and Factory at DULUTH, MINN., U.S.A.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA. WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed

veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

SECURE BETTER PRICES

AT LESS SELLING COST BY REACH-ING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

DOOR MAKERS

can buy one 1/8" birch and oak veneer from stock on hand. This means prompt service. We sell log run or cut to standard dimensions.

FURNITURE MANUFACTURERS

can be assured of consistent quality in our 3/16" and ½" three-ply birch or oak drawer bottoms or case racks.

Wisconsin Veneer Co.

Rhinelander, Wisconsin

A Prominent Veneer Man says:

I "I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory."

The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD,

CHICAGO, ILL.

NORTHERN MANUFACTURERS

"IDEAL" Steel Burnished

Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock, and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send Us Your Inquiries

I. STEPHENSON CO., Trustees Wells, Michigan

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Iron Mountain, car shipments:

		it
		ft
		ft
15	М	ft
50	M	ft
22	M	ft
100	M	ft 6 ft. Coal Door Lumber

We Have It

WINTER SAWN WISCONSIN HARDWOODS

4/4 to 8/4 Red Birch 4/4 to 8/4 Unselected Birch

4/4 to 8/4 Plain Birch 4/4 to 6/4 Basswood 4/4 Log run Soft Elm 4/4 No. 3 Soft Elm 4/4 Log run Red Oak 4/4 Log run Hard Maple

Let us quote you prices

RICE LAKE LUMBER COMPANY

Yards and Mills, RICE LAKE, WISCONSIN

We Can Ship at Once

80M 4/4 No. 3 Com. Basswood 20M 5/8 No. 3 Com. Maple 100M 4/4 No. 3 Com. Beech 45M 4/4 No. 3 Com. Birch 18M 5/4 No. 3 Com. Birch

ASK FOR PRICES ROUGH OR WORKED

Our fully equipped planing mill is always running.

EAST JORDAN LUMBER CO.

Manufacturers "IMPERIAL" Maple Flooring EAST JORDAN, MICH.

"Chief Brand" Maple and Beech Flooring

in \$\frac{2}{3}\$, \$\frac{5}{8}\$ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

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We have the following to offer at low prices, for immediate shipment:

2 cars 6/4" No. 1 Com-Btr. Soft Elm. 2 cars 4/4" No. 2 Com-Btr. Northern Michigan Soft Elm. 2 cars 5/4" No. 2 Com-Btr. Rock Elm. 1 car 1x4" one and two face clear Maple Strips. 200M' 4/4" No. 2 Com-Btr. Michigan Hard Maple.

WE ALSO HAVE A FINE ASSORTMENT OF GOOD BIRCH IN ALL THICKNESSES

FOSTER BROS.

WISCONSIN AND MICHIGAN HARDWOODS Tomahawk, Wis.

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

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HARDWOOD RECORD, CHICAGO

BUFFALO

The Foremost Hardwood Market of the East

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Rickory, Maple, Plain & Quartered Oak, Poplar & Walnut,

1100 Seneca Street

Standard Hardwood Lumber Co.

1075 Clinton Street

T. SULLIVAN & CO. Hardwoods

Ash and Elm NIAGARA—CORNER ARTHUR Atlantic Lumber Company HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years

Rail or Cargo Shipments

Miller, Sturm & Miller

Hardwoods
of All Kinds

1142 Seneca St.

G. ELIAS & BRO.

HARDWOODS

White Pine, Yellow Pine, Spruce, Hemleck, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK 940 Elk Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

Buffalo Hardwood Lumber Co.

Plain and Quartered Red and White Oak and Ash

940 SENECA STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Preparedness

We have mobilized for an emergency

It is well that consumers of lumber familiarize themselves with conditions for an emergency.

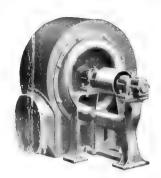
If So

When the crisis comes and you need dry, well manufactured lumber and need it badly, you are prepared, having familiarized yourselves with the quality and character of lumber produced by

STIMSON MILLS

CARAGE KALAMAZOO

MILL EXHAUSTERS



HAVE BETTER BEARINGS

> ARE BUILT HEAVIER

GIVE LONGER SERVICE

THEY ARE ADJUSTABLE AND REVERSIBLE

WRITE FOR CATALOG R-11

CARAGE FAN OMFANY.

HEAT WAS THE LAT ME & DRY NO ENGINEERS.
KALAMAZOO-MICHIGAN-U.S.A.

GRAND RAPIDS VAPOR DRY KILN

GRAND RAPIDS MICHIGAN

Our Representatives Are More Than Salesmen

They are experienced kiln engineers and can be of help to you in your kiln and yard arrangement; or, in fact, anything in relation to lumber drying.

Our complete organization is at your service, backed by thirty years of woodworking and the installation of over 1450 kilns in fifty-seven different branches of woodworking.

Outline to them or us what you want to do and we will tell you how it can be done.

GRAND RAPIDS VENEER WORKS
Grand Rapids, Mich. Seattle, Wash.
Western Agents GREEFF VARNISH RILNS



SOULE Steam Feed

Designed for the sawmill by a mill-man.

It will not use excessive steam and gives instant and positive control.

Our prices are actually, not relatively, low.

It has positively increased capacity from 10 to 50 per cent

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DRUM OUTFITS, STACKERS, POWER TIMBER HANDLERS, LATHES, DOGS AND OTHER MILL EQUIPMENT

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Semi-Monthly Twenty-Second Year CHICAGO, DECEMBER 25, 1916

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J. Gibson McIlvain & Company Philadelphia, Pennsylvania —Manufacturers of—
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J. Gibson McIlvain & Company Philadelphia, Pennsylvania

TO THE CONSUMER OF VENEERS:

The quality of your goods is measured not alone by the face veneers you use. They may be of the finest texture, the most beautifully figured, but if your Co:es and Crossbanding are not up to standard; if they are warped, unevenly manufactured, not thoroughly dry, your goods may be seemingly perfect when they leave the factory, but in time the ultimate concumer—the Great American Public—will have just cause for complaint-

Backed by a reputation of thirty years, we offer you

ROTARY GUM CORE STOCK, CROSSBANDING, BUILT-UP PANELS and DRAWER BOTTOMS

worthy of the finest furniture and trim

We cut and dry our stock scientifically—crate so staunchly that the goods reach you in perfect condition-furnish you with the only grade we know-Golden Rule Quality.

Grand Rapids, Mich., Office FRANK B. LANE, Houseman Bldg

GEORGE B. OSGOOD, Peoples Gas Bldg. The Anderson-Tully Company

MEMPHIS, TENN.

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R. HANSON & SONS

GRAYLING

MICHIGAN

Michigan Hardwoods

Make Steady Customers

White Pine, Norway, Hemlock

Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service: - these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

Sales Department, Cadillac, Michigan

Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

> 1×4 1x 8 1x51x 91x101x6 1×7 1x11 & wider

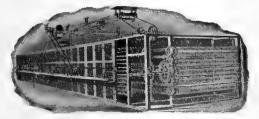
The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

PROCTOR \ UNPARALLELED SUCCESS

No Spliting Nor Checking No Clogging Adjusting



Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

SAVE YOUR MONEY BY USING THE BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for turms.

Lumbermen's Credit Assn., Established

Mention This Paper

"FINEST"

Maple and Beech FLOORING

∴ Michigan ∴ Hardwood Lumber

Write for Prices

W. D. Young & Co. BAY CITY **MICHIGAN**

The **Kneeland-Bigelow** Company

BEECH

200 M ft. of 6/4 No. 3 Common 500 M ft. of 5/4 No. 3 Common

MAPLE

750 M ft. of 5/4 No. 3 Common

RAYNER EREI PANES

SEND FOR STOCK LIST

MAHOCANY LUMBER

CARROLL AVE. AND SHELDON ST.



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has keps abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

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William Horner

Manufacturer of "Smoothest" MAPLE, BEECH & BIRCH FLOORING

Recd City and Reed City, Mich.

Sole European Sales Agents: TICKLE BELL & CO. Royal Liver Bldg., Liverpool, England

💠 mananas 2000 ka 1012 mananang mananang sa bahan i sa mananan i sa mananas 2018 mananas mananas 2010 manas sa mananas 2010 mananas 2010 mananas sa mananas 2010 mananas 120 mananas sa mananas 2010 ma

SCIENTIFICALLY KILN DRIED

Oak Birch Gum

RED CEDAR MAHOGANY

D. W. Baird Lumber Co.

1026 to 1040 West Twenty-second Street CHICAGO, ILLINOIS

PREPAREDNESS

for coming good times will make you SEND US YOUR INQUIRIES FOR

Our Specialties Oak, Gum, Cypress

CLARENCE BOYLE, Inc.

WHOLESALE LUMBER
LUMBER EXCHANGE BLDG.
Yards at CHICAGO Band Saw Mill
Forest, Miss. CHICAGO Wildsville, La.

J. M. Attley & Company

Southern Hardwoods

OAK, ASH, GUM, MAPLE

Thirty years in business
TRY US

1209 Lumber Exchange, Chicago

G. W. Jones Lumber Co.

NORTHERN AND SOUTHERN
HARDWOODS

ALWAYS IN THE MARKET FOR DRY STOCK

807 Lumber Exchange, Chicago

Telephone-Randolph 2315

Secure Better Prices

at less selling cost by reaching more customers. Hardwood Record puts you before them All Twice a Month

ASK US ABOUT IT

CHICAGO

History of the

Largest Lumber Centre

in the

World

XT

MUSICAL INSTRUMENTS

More wood is used in the manufacture of musical instruments in Chicago than in any other city of this country. Only one state, New York, makes more instruments than are produced in the single city of Chicago. Massachusetts, famous for its musical instruments, manufactures only two-thirds as many as Chicago. These comparisons are based on the amounts of lumber consumed and not on an actual count of instruments. This industry requires yearly 260,000,000 feet of lumber in the United States. The requirements of certain states are listed below:

State	Feet Yearly
Illinois	68,713,000
New York	58,816,000
Massachusetts	
Michigan	
Kentucky	
Ohio	8,583,000
Maryland	
Wisconsin	
North Carolina	
Missouri	
Virginia	
Iowa	89,000

The wood demanded yearly by manufacturers of musical instruments in Chicago alone totals 36,-913,500 feet. That exceeds 14 per cent of the whole industry in the United States, while Chicago's population is less than three per cent of the whole country. Illinois, of which Chicago is the commercial metropolis, produces more musical instruments than any other state.

Persons who have not investigated the matter would not likely guess what two woods are most largely used in the manufacture of musical instruments. Maple leads all and Chestnut is a close second; but these woods often furnish interior parts and are not visible in the finished instrument. A list of the principal woods going to the piano and organ factories in Illinois is here given:

Wood	Feet	Used Yearly
Maple		,17,000,000
Chestnut		.13,290,000
EIm		
Yellow poplar		
Oak		. 4,029,000
Red gum		. 2,585,000
Basswood		. 2,417,000
Cottonwood		. 2,161,000
Birch		. 2.006.000
Spruce		. 2,000.000
White pine		. 1,999.000
Mahogany		. 1,188 000
Black walnut		
Ash		. 921,000
Hemlock		
Tunelo		. 120.000

(See next issue)

TRADE IN CHICAGO

MAISEY & DION

CHICAGO

Kiln Dried and Air Dried

Hardwoods

Utley-Holloway Company

General Offices, 111 W. Washington St.
Manufacturers

Oak, Ash, Cottonwood, Elm, Gum CHICAGO, ILLINOIS BAND MILLS Helena, Arkansas—Kanema, Arkansas

Helena, Arkansas—Kanema, Arkansas

FRED W. UPHAM

JAMES C. WALSH Manager

TELEPHONE CANAL 5772

UPHAM & AGLER

WHOLESALE Hardwood Lumber

Throop Street
SOUTH OF TWENTY-SECOND

HEADQUARTERS FOR CHESTNUT AND BIRCH

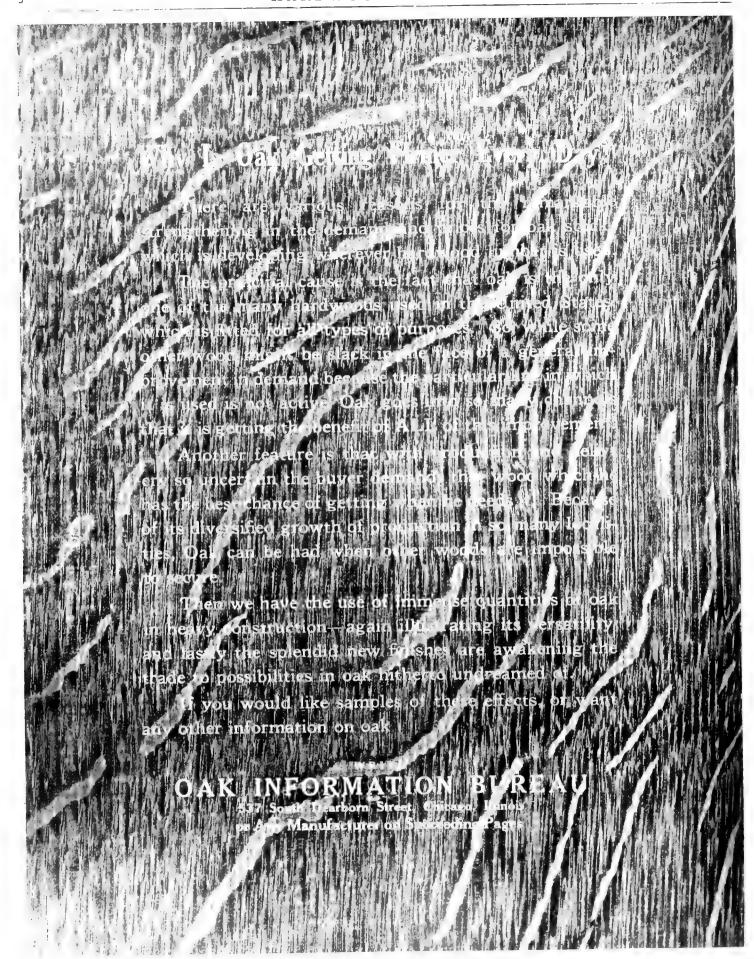
Geo. D. Griffith & Co.

WHOLESALE. HARDWOODS

805 Lumber Exchange Building

Madison & La Salle Sts.
TELEPHONE RANDOLPH 2165
Chicago, Ill.

If you are not a subscriber to HARD-WOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.



All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Dependable Distributors of Oak ALABAMA NORTH CAPOLINA a b. c. C. ii Limber Conjunct. P. g. c. Forest e-Cronwell Hamword Lumber Co., Montgomery ARKANSAS Yellow Poplar Lumber Company, Coal Grove. a, b, c—W. M. Ritter Lumber Company, Columbus b—Barr-Holaday Lumber Company, Greenfield ARKANSAS Bliss-Cook Oak Company, Blissville. (See page 44.) Paepoke Leicht Lbr. Co., Blytheville and Helena. (See page —) Crittenden Lunder Company, Crittenden. Fee-Crayton Hardwood Lunder Co., Dermott. c—J. V. Sinnson Hardwood Lunder Co., Dermott. J. H. Bonner & Sons, Heth. (See page 44.) b—Little Rock Lumber & Manufacturing Company, Little Rock. (See page 8.), Miller Lumber Company, Marianna Edgar Lumber Company, Wesson. Bayou Land & Lumber Company C. Crane & Co. (See page 44.) a. b—Dublincter Brothers & Co. The John Dulwelst Company. Hay Lumber Company. A, b Mowbray & Robinson Company. (See page 41.) a. c. Probst Lumber Company. (See page 56.) ILLINOIS PENNSYLVANIA b—H. B. Blanks Lumber Co., Carro. (See page 14.) a, b, c—Dermott Land & Lbr. Co., Chicago. (See page ...) Utley-Holloway Lumber Company, Conway Bldg., Chicago (See page 5.) Aberdeen Lumber Company, Pittsburgh, Babcock Lumber Company, Pittsburgh TENNESSEE INDIANA INDIANA a, b—S. Burkholder Lumber Co., Crawfordsville, Hoffman Brothers Company. (See page 14.) c-Bedna Young Lumber Company, Greensburg. Chas. H. Barnaby, Greencastie. (See page —.) J. V. Stimson, Huntingburg. (See page 56.) Long-Knight Limiler to., Indianapolis. Wood-Mosaic Company, New Albany. (See page 10.) North Vernon Lumber Company, North Vernon. C. & W. Kramer Company, Richmond. Swain-Roach Lumber Company, Seymour. (See page 46.) a, b, —Fullerton-Powell Hardwood Lumber Company, South Bend. a, b—Cyrus C. Shafer Lumber Company, South Bend. a, b, c—J. M. Card Lumber Company, Chattanooga Williams Lumber Co., Fayetteville. (See page 43.) c—Redna Young Lumber Company, Jackson, Johnson City Lumber & Manufacturing Co., Johnson City Lumber & Manufacturing Co., Johnson City Lumber Company, Townsend. (See page 11.) KNOXVILLE J. M. Logan Lumber Company. (See page 11.) o-Vestal Lumber & Manufacturing Co. (See page 11) MEMPHIS Anderson-Tully Company. (See page 2-55.) Brown & Co. Goodlander-Robertson Lumber Company. Memphis Band Mill Company. Russe & Burgess, Inc. C—J. V. Stimson Hardwood Company. J. W. Wheeler & Co. KENTUCKY a. b. c—Arlington Lumber Co., Arlington. (See page 41.) Clearfield Lumber Company, Inc., Clearfield. LOUISVILLE NASHVILLE W. P. Brown & Sons Lumber Co. (See page 10.) Churchill-Milton Lumber Company. Davidson, Hicks & Greene Company, Farris Hardwood Lumber Company. Love, Boyd & Co. John B. Ransom & Co. LEXINGTON b-Kentucky Lumber Company, b. c-Turkey Foot Lumber Company, Inc. TEXAS Liberty Hardwood Lumber Co., Big Creek. (See page 9.) South Texas Lumber Co., Houston. (See page 9.) H. G. Bohlssen Mfg. Co., New Caney. (See page 9.) LOUISIANA The Ferd. Brenner Lumber Company, Alexandria. Colfax Hardwood Lumber Company, Colfax. b. —The Hyde Lumber Company, Lake Providence. Climax Lumber Company, St. Landry. Thistlethwaite Lumber Co., Ltd., Washington. Mansfield Hardwood Lumber Company, Winnfield. VIRGINIA c-U. S. Spruce Lumber Company, Marion. WEST VIRGINIA WEST VIRGINIA b, c—The Alton Lumber Company, Buckhannon, a, c—West Virginia Timber Company, Charleston. Pardee & Curtin Lumber Company, Clarksburg. Bluestone Land & Lumber Co., G-urdner, C. L. Ritter Lumber Company, Huntington, Rockeastle Lumber Company, Huntington, Clay Lumber Company, Middle Fork. The Parkersburg Mill Company, Parkersburg. a, b, c—The Meadow River Lumber Company, Ralnelle. b, c—Warn Lumber Corporation, Raywood, American Column & Lumber Co., St. Albans. MISSISSIPPI MISSISSIFIT b—Alexander Bres., Belzoni. (See page 8.) b—Lamb-Fish Lumber Co., Charleston. (See page 45.) Paepcke Leicht Lumber Co., Greenville. (See page —.) Issaquena Lumber Company, Issaquena. Mississippl Lumber Company, Quitman. b, c—Tallahatchie Lumber Company, Philipp. Carrier Lumber & Manufacturing Company, Sardis. MISSOURI a, b, c—M. E. Leming Lumber Company, Cape Girardeau. Long-Bell Lumber Company, Hdwd. Dept., Kansas City, Mo. a, b, c—Tschudy Lumber Company, Kansas City, Mo. b, c—Galleway-Pease Co., Poplar Bluff. Baker-Matthews Lumber Co., Sikeston. (See page 14.) ST. LOUIS WISCONSIN a, c-Racine Lumber & Manufacturing Company, Racine. a—Manufacturer of Implement Stock, b—Manufacturer of Car Material, c—Manufacturer of Factory Dimension, Firms in Heavy Type Have Individual Ads on Pages Designated. c—Arkla Lumber & Manufacturing Company, St. Louis. J. A. Holmes Lumber Company. a, b, c—Chas. F. Luchrmann Hardwood Lumber Company. a, b, c—Thos. E. Powe Lumber Company.

Quality and Grade

Band-Sawed
Qtd. White Oak
4/4 to 8/4
Plaim Red Oak
4/4 to 8/4
Plain and
Quartered Red Gum
4/4 to 8/4
Sap Gum
4/4 to 8/4
Ash
4/4 to 20/4
Car Material

In the HEART of the Best Arkansas Timber Long Lengths

We ship as high as 60% 14 and 16 foot.

Good Widths

10% to 15% in Quartered white Oak guaranteed 10" and up. Plain Oak made as wide as is consistent with good manufacturing.

Manufacture

Our manufacturing cost is ½ higher than it would be if we lowered our standard.

Inspection

National inspection Guaranteed. Experienced and careful inspectors who ship a straight, reliable even grade.

Little Rock Lumber & Mfg. Co. D. S. WATROUS, See'y-Mgr. Little Rock, Arkansas

We wish to move quick the following dry stock:

- 4 cars 4 4 No. 2 C. & B. Quarter-Sawed White Oak.
- 2 cars 4 4 No. 2 C. & B. Quarter-Sawed Red Oak.
- 10 cars 4 4 No. 2 C. Plain White Oak.
- 5 cars 4 4 No. 2 C. Plain Red Oak.

The Vail Cooperage Co.
General Offices, Fort Wayne, Ind., U. S. A.

Alexander Brothers Stock and Price List

Nov.	15th,	1916	F.	о. в.	Belzoni	E	ELZONI,	MISS.
					WHITE O.			
4.14			FAS		No. I	Com.	No. 2 C	
								\$20.00
			37,200	\$70.00	71,000	\$40.00	5,000	22.00
				72.00	8,000	42.00	3,110	22.00
				72.00	8,000	42.00		****
8/4			8,800	74.00	29,000	44.00	18,500	24.00
10/4	100				5.000	45.00		
9/4	10" up		22,800		17,000			
8/4	10" up		2,000		22112	1,1,111		
		1		35.00	75,000	22.00	2" to 4" B	
				50 00			4" to 51/4"	
5/4			4,000	40.00	*****		2" to 4" B	
6/4					500		2" to 4" B	SND
			QUAI	RTEREL		K.		
					8,000	25.00	3,000	18.00
					5,500	32.00	51,500	20.00
			27,500	53.00	87,500	32.00	32,500	22.00
					52,100	32.00	17,000	22.00
			3,000	55.00	2,000	32.00		
					16,500	35.00	*****	
5/4	10" up			60.00				
			15,200	35.00	50,200	20.00	2" to 4" B	SND
4/4			13,000	45.00			4" to 5\%"	BSND
			7,000	36.00	1,500	20.00	2" to 4" B	SND
,			PL	IN WI	HITE OAK		0 % 25	
4/4			500	45.00	5.000	22.00		
5/4			300	45.00	1,200	22.00	500	12.00
			300	45.00	1.200	22.00	300	12.00
-, -				LAIN R			000	-2.00
4/4			5.800	45.00	6.000	22.00	5,000	12.00
			3,800	45 00	6.500	22.00	0,000	
0, 2			IGURED		ERED REI			
4/4			31.200	60.00	13.000	40.00		
			1.800	62.00			****	
			27,000	65.00	2,500	45.00	****	
0/18				RTEREC			* * * * *	
4/4			400	32.00	300	22.00		
					800	22.00	* * * * * *	
					4.200	24.00	* * * * *	
			8.000	40.00	2,000	30.00		
			1.000	42.00	3.000			
0/3	*******		QUART			30.00		
4/4			44,200	30.00	BLACK GI	22.00		
3/3			33,200		31,400	22.00		
4/4				OAL	GUM 4.000	10.00	0.000	13.00
			28 000	22.00		16.00	2,200	13.00
4/4			20,000		DIL STO	up wide		
				26.00		7" Box B		* 4 .00
				22 00	35,000	17.50	1,000	14.00
			6,500		12.500	18.00		
					1,500	16.00		11111
							15,400	15.00
10/4							17,000	18.00
0.11					M			
6/4					****		17.000	13,00
30	day an	d less dry	g stock sh	no nwo	separate sl	ieet. We	will accept	orders
for	this stoc.	k for dell	very wher	i dry at	same pric	6 as on	dry stock.	

STEARNS"

HARDWOOD SPECIALISTS

Lower Peninsula
MICHIGAN MAPLE

A Complete Assortment Cross Piled and End Piled Winter Sawn White

WE SPECIALIZE IN DIMENSION STOCK

JAMES C. COWEN, Chicago Representative

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.



Texas Has More Forested Area than Any Other State. Its Hardwoods Are Fast Coming Into Popularity



Two Thousand Miles from Home

the TEXAS OAKS are winning praises from the men who know.

Texas White Oak and Red Oak

manufactured by the mills listed below are being used in practically every important consuming center in the country, for the most exacting work. Those who have tried it continue to buy it.

Why? Because of its desirable

COLOR — FIGURE — TEXTURE — WIDTHS — LENGTHS

and the high standard of manufacture and grading maintained by

WHITE OAK RED OAK RED GUM ASH ELM H. G. Bohlssen Mfg. Co..... New Caney, Texas
Liberty Hardwood Lumber Co... Big Creek, Texas
Philip A. Ryan Lumber Co.... Lufkin, Texas
South Texas Lumber Co.... Houston, Texas
(Mill at Onalaska, Texas)
Southern Pine Lumber Co... Texarkana, Texas
(Mill at Diboll, Texas)
(See Lists of Stock on pages 50-51)

COTTONWOOD MAGNOLIA HICKORY CYPRESS TUPELO

TEXAS—Ultimately the Principal Source of Hardwood Supply





Louisville, Ky.

We offer for immediate delivery the following:

QTD RED GUM 4-4 and 8 1 1s and 2s. 110,-000 ft. 4-4 and 8-4 No. 1 Com., 290,-000 ft.

SAP GUM.

ls and 2s, 150,000 ft No. 1 Com., 215,000 ft. 1s and 2s, 50,000 ft. No. 1 Com., 85,000 ft.

PLAIN RED GUM. 4-1, 5-4 and 6-1 1s and 2s, 280,000 ft. 4-4, 5-4 and 6-4 No. 1 Com., 315,000 ft. QTD. WHITE OAK. 4-4 1s and 2s, 175,000 ft. 5-4, 6 4 and 8-4 No. 1 Com , 210,000 ft.

PLAIN WHITF OAK.
4-4 1s and 2s, 125,000 ft.
4-4 No. 1 Com., 210,000 ft.
5-4, 6-4 and 8-4 Com., 150,000 ft.

 $\begin{array}{cccc} \mathrm{PLAIN} & \mathrm{RED} & \mathrm{OAK}, \\ 4 & \mathrm{No} & 1 & \mathrm{Com} & \mathrm{and} & \mathrm{Bet} \ , \\ 60,000 & \mathrm{ft}, \end{array}$

POPLAR.
4-4 No. 1 Com., 125,000 ft.
5-4 No. 1 Com., 85,000 ft.
6-4 and 8-4 No. 2 Com., 130,000 ft.

Wood Mosaic Company

Main Office, New Albany, Ind.

We offer for immediate delivery:

nmediate delivery:

6-4 No. 1 and Panel, 18' and up, 7,000 ft.
8-4 Is and 2s, 55,000 ft.
12-4 Is and 2s, 55,000 ft.
12-4 Is and 2s, 5,000 ft.
5-8 Saps & Selects, 36,200 ft.
4-4 Saps & Selects, 11,800 ft.
5-4 Saps & Selects, 11,800 ft.
5-4 Saps & Selects, 12,800 ft.
6-4 Saps & Selects, 6,200 ft.
8-4 No. 1 Com., 32,800 ft.
4-4 No. 1 Com., 32,800 ft.
6-4 No. 1 Com., 15,700 ft.
8-4 No. 1 Com., 15,700 ft.
8-5 No. 2 Com., 49,300 ft.
6-4 No. 2 Com., 49,300 ft.
6-4 No. 2 Com., 18,800 ft. We offer for Im

2-S No. 1 & Panel 18' and up,
21,390 ft.
5-8 No. 1 & Panel 21' and up,
11,100 ft.
5-8 1s and 2s, 7' and up,
15,000 ft.
5-8 1s and 2s, 12' and up,
15,000 ft.
3-1 1s and 2s, 7' and up,
15,000 ft.
15,200 ft.
4-1 No. 1 & Panel, 21' and
up, 7,800 ft.
4-4 1s and 2s, 61,200 ft.
5-4 No. 1 Panel, 18' and up,
5-4 1s and 2s, 38,100 ft.
6-4 1s and 2s, 42,000 ft.
6-4 1s and 2s, 42,000 ft.
We carry a large stock of We carry a large stock of Quartered and Plain, Red and White Oak, Ash, Hickory, Walnut, Etc., of our own manufacture. Send us your inquiries. Can guarantee prompt shipment.

Norman Lumber Company It will pay you to get in touch with

POPLAR HEADQUARTERS

This is our specialty. Please note the items in stock, ready to ship, and ask us for quotations:

Poplar.

4-4 1s and 2s, 30,000 ft. 4-4 No. 1 com., 28,000 ft. 4-4 ls and 2s, 12' and up, 5-4 No. 1 com., 28,000 ft, 23,000 ft, 4-4 No. 2 com., 40,000 ft, 4-4 No. 2 A 4-4 No. 2 A. Com., 15,000 ft. 4-4 No. 2 B. Com., 156,000 ft. 5-4 No. 2 A. & B. Com., 50,-000 ft. 4-4 Sap. & Sel., 40,000 ft. 4-4 Sap. & Sel., 12' and up, 26,000 ft. 3-4 Sap. & Sel., 20,000 ft. 6-4 Sap. & Sel., 10,000 ft. 8-4 Sap. & Sel., 18,000 ft. 6-4 No. 2 A. & B. Com., 35,-8-4 No. 2 A. & B. Com., 27,-3-4 No. 1 com., 20,000 ft.

$Edward\ L.\ Davis\ Lumber\ Co.$

Kentucky and Indiana Oak, Ash, Walnut

Ash Headquarters

We have a complete stock of ASH in all grades and thicknesses in our yards at Louisville. We specialize in tough white ash for manufacturing automobile and vehicle woodwork. We are in position to make prompt shipments on anything in ASH.

> Send US your inquiries for HARDWOODS

W. R. Willett Lumber Co. LOUISVILLE, KY.

Below find list of stocks we have to offer. We are making low prices to move the % Poplar, % Oak and 4-4 1st and 2nd Qtd. W. O. Send us your inquiries.

W. O. Send us your inquiries POPLAR. 24,000 5-8 Panel, 18 to 21". 5.800 5-8 Panel, 22" up. 7.000 5-8 1 &2,2 up. 7.000 5-8 1 &2, 6 to 17". 4,000 5-8 No. 1 Com. 29,000 5-8 No. 1 Com. 20,000 4-4 1st and 2nd. 14,000 4-4 No. 2 Com. "A." 5,700 16-4 1st & 2nd.

PLAIN WHITE OAK. 15,000' 4-4 1st & 2nd. 43,000' 4-4 No. 1 Common. 75,000' 4-4 No. 2 Common.

PLAIN RED OAK 35,000° 3-4 1 & 2. 35,000° 3-4 No. 1 Com. 7,000° 3-4 No. 2 Com. 30,000° 4-4 1st & 2nd K. D.

100,000' 4-4 No. 1 Com. 30,000' 4-4 No. 2 Com. 5,000' 5-4 1st & 2nd. 25,000' 5-4 No. 1 Common.

QUARTERED WHITE OAK. 85,000' 4-4 1 & 2, 6 to 9". 3,100' 4-4 1 & 2, 10" up. 80,000' 4-4 No. 1 Com., 4 to 28,500' 4-4 No. 1 Com., 10"

28,500° 4-4 No. 1 Com., 10" up.
100,000° 4-4 No. 2 Com.
9,000° 6-4 1st & 2nd, 10" up.
14,000° 6-4 No. 1 Com., 10"
6,100° 5-4 No. 1 Com., 10"
15,000° 4-4 2 to 5½° Cl.
Strips.
60 000° 4-4 2 to 4" Com. Cl.
Strips.

DIMENSION STOCK Mahogany and Walnut Aside from our production of lumber and vencers-

We are manufacturing kiln-dried mahogany and walnut dimension stock at the rate of 1,500,000 feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

Stock, and promptness of service.

However, we have ready for mailing a circular which explains in detail how and whom you can save time, money and trouble—through our dimension stock.

But if you don't care for the circular, and if you realize what an expensive luxury your waste pile is, send us your cutting bills, as you would give them to your stock-cutters. We will quote a specific price for each style you manufacture.

C. C. Mengel & Brother Co.





The Soft Textured Woods of This Region Have Never Been Surpassed

Impartial Observers Praise East Tennessee Hardwoods

T is the unvarying opinion of fair-minded hardwood manufacturers and of well-schooled consumers familiar with the country's hardwood supply that the hardwoods of the great East Tennessee mountain region have ar been surpassed even by the most widely acclaimed products of restricted areas.

East Tennessee hardwoods in every one of their great variety of species combine the zealously sought qualities of grade, good dimension, satisfying texture, and variety of figure which in some quarters are represented as being contained only in limited and closely worked regions where "each tree separately, and not the conglomerate forest," is the objective of the sawmill man, but—

The fact that the wonderful East Tennessee quality is embraced in the "forest" rather than in "each tree separately" is a big advantage to the buyer, as he is assured of unvary pplies of any wood he wants and at all times—he can count on service.

The following firms are the principal manufacturers in this region who will tell you anything you want to know about East Tennessee quality.

The Babcock Lumber & Land Co... Knoxville, Tenn. Little River Lumber Co... Townsend, Sevier Co., Tenn. Vestal Lumber & Mfg. Company Knoxville, Tenn. J. M. Logan Lumber Company Knoxville, Tenn.



FOR over twenty years E. C. MERSHON

has been recognized as the authority on all matters pertaining to the sawing of wood with a Band Resaw. Purchasers of Mershon Band Resaws have the benefit of his experience.

Wm. B. Mershon & Company

Saginaw, Michigan

WM. WHITMER & SONS

Manufacturers and Wholesalers of All Kinds of "If Anybody Cam. We Can"

HARDWOO

West Virginia Spruce and Hemlock Long and Short Leaf Pine Finance Bldg.

Virginia Framing PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. Jacksonville, N. C. Hertford, N. C.

MILLS Porterwood, W. Va. Wildell, W. Va. Mill Creek, W. Va.

Willson Bros. Lumber

MANUFACTURERS

MAIN OFFICE:

PITTSBURGH, PA.

PALMER & PARKER CO.

TEAK ENGLISH OAK CIRCASSIAN WALUT VENEERS

MAHOGANY

EBONY DOMESTIC HARDWOODS

103 Medford Street, Charlestown Dist. BOSTON, MASS.

Wistar, Underhill & Nixon

Real Estate Trust Building PHILADELPHIA, PENNSYLVANIA CHOICE DELTA GUM Dry and Straight



"The Big Red Shed

Capacity 10,000,000 feet

W. O. King & Company 2452 S. Loomis St. Chicago, Ill.

American Black Walnut

Just now everybody is talking walnut. Architects are specifying it for their finest buildings, the public is buying furniture of that material, and every lumberman, who a few years ago was telling consumers that there was none to be had, is now posing as a walnut expert. It is just as well, under the circumstances, to stick to those who know walnut, and who were responsible for putting it on the map. Here they are—and the lumber they list is a good buy:

EAST ST. LOUIS WALNUT COMPANY Kansas City, Missouri

1s & 2s Walnut	No. 1 Common
50,000 ft. 3-8" 6" & up 8' to 16' 50,000 ft. 1-2" 10" & up 8' to 16' 35,000 ft. 1-2" 10" & up 8' to 16' 50,000 ft. 5-8" 6" & up 8' to 16' 50,000 ft. 5-8" 10" & up 8' to 16' 3,500 ft. 5-8" 14" & up 8' to 16' 13,000 ft. 3-4" 10" & up all 8'	50,000 ft. 3-8" 35,000 ft. 1-2" 140,000 ft. 3-4" 240,000 ft. 4-4" 6,000 ft. 5-4" 3,000 ft. 6-4" 2,000 ft. 8-4" 1,200 ft. 16-4"
15,000 ft. 4-4" 6" & up 8' to 16' 4,000 ft. 5-4" 6" & up 8' to 16' 1,500 ft. 6-4" 6" & up 8' to 16' 2,500 ft. 8-4" 17" & up 8' to 16'	No. 2 Common 150,000 ft

FRANK PURCELL Kansas City, Mo.

PRIME WALNUT LOGS

Walnut Lumber, all grades and thickness. Figured Walnut, Butts and Long Wood. Mill and Factory at Kansas City.

SANDERS & EGBERT CO.

Goshen, Ind.

STOCK OF WALNUT ON HAND

PENROD WALNUT & VENEER COMPANY Kansas City, Mo.

	FAS		No. 1 Common
1/2-in.		35,000-ft.	1/2-in 20,000-ft.
5/8-in.		38.000-ft.	5/8-in 30,000-ft.
			3/4-in, 14,000-ft,
			4/4-in
			5/4-in 15,000-ft.
6/4-in.		5.000-ft.	6/4-in 15,000-ft.
8/4-in.		10.000-ft.	8/4-in 65,000-ft.
-,			Plain and Figured
			Veneers

HOFFMAN BROTHERS COMPANY Fort Wayne, Ind.

	,,
4,000-ft.	3/8-in. 1st and 2nds.
3,000-ft.	3/8-in. No. 1 and No. 2 Common.
1,000-ft.	1/2-in. No. 1 Common and Better.
2,500-ft.	1-in. 1st and 2nds 10-in. and up.
30,000-ft.	1-in. 1st and 2nds 6-in, and up.
10,000-ft.	1-in, No. 1 Common.
10,000-ft.	1-in. No. 2 Common.
15,000-ft.	1 1/4-in. 1st and 2nds 9-in, and up.
11,000-ft.	11/4-in. 1st and 2nds 6-in, and up.
13,000-ft.	11/4-in. No. 1 Common.
5.000-ft.	1 1/2-in. 1st and 2nds 6-in. and up.
2,500-ft.	11/2-in. No. 1 Common.

GEORGE W. HARTZELL Piqua, Ohio

Stock List of American Walnut

1s & 2s	No. 1 Common
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$
5-4"	tt. Clear Walnut Squares ft. 2x2x12-in50,000 pcs. ft. 2x2x19-in75,000 pcs. ft. 2x2x24-in75,000 pcs. ft. 2x2x32-in15,000 pcs. ft. 2x2x37-in2,000 pcs. ft. 2x2x37-in3,000 pcs.
1x4-in. and up wide. 18-1 long	ft. long

H. A. McCOWEN & CO. Louisville, Kentucky

	,
Bone Dry Walnut. 1st and 2nds. 28,916 ft. 4/4 6' and 7' long. 21,120 ft. 4/4 12' and 13' long. 18,600 ft. 4/4 14' long. 14,610 ft. 4/4 16' long. 3,712 ft. 5/4 6' and 7' long.	12,890 ft. 6/4 10' and up long. 5,980 ft. 10/4 10" and up. 3,950 ft. 10/4 10" and up. wide. 9,510 ft. 12/4 10" and up wide. 9,510 ft. 12/4 10" and up wide. 2,240 ft. 12/4 6" and up wide. 1,800 ft. 16/4 6" and up wide. 1,800 ft. 16/4 6" and up wide.
19,943 ft. 5/4 8' and 9' long. 21,498 ft. 5/4 10' and up long. 8.922 ft. 6/4 8' and 9' long.	Also almost any other grade in any thickness from 1/6" to 4".

LONG-KNIGHT LUMBER COMPANY Indianapolis, Indiana

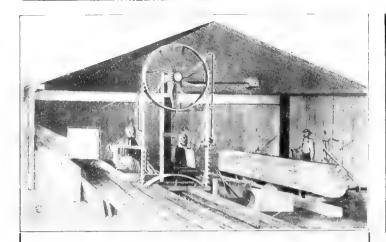
1 car 4/4 1st s	and 2nds, 6" and up.
	No. 1 Common.
15,000-ft. 4/4 I	No. 2 Common.
8,000-ft. 5/4 1	No. 1 Common.
8,000-ft. 5/4 1	No. 2 Common.
12,000-ft, 6/4 1	No. 2 Common and Better.
65,000-ft. 8/4 I	No. 2 Common and Better.
	77

Veneers.

We have in stock ready to ship 800,000 feet 1/28" walnut veneers. Ask for samples and prices.

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WALNUT	5/8" No. 1 Common., 50,000 ft.
3/8" 1s & 2s 6,000 ft.	3/4" No. 1 Common 40,000 ft,
1/2" 1s & 2s100,000 ft.	4/4" No. 1 Common110,000 ft.
5/8" 1s & 2s 60,000 ft.	5/4" No. 1 Common 30,000 ft.
3/4" 1s & 2s 37,000 ft.	6/4" No. 1 Common 40,000 ft.
4/4" 1s & 2s 20,000 ft.	8/4" No. 1 Common 18,000 ft.
5/4" 1s & 2s 22,000 ft.	10/4" to 16/4" 10,000 ft.
6/4" 1s & 2s 17,000 ft.	5/8" No. 2 Common 10,000 ft.
8/4" 1s & 2s 18,000 ft.	4/4" No. 2 Common110,000 ft.
4/4" to 8/4" Moulding	5/4" No. 2 Common 25,000 ft.
Strips 5,000 ft.	6/4" No. 2 Common 15,000 ft.
3/8" No. 1 Common 35,000 ft.	8/4" No. 2 Common 25,000 ft.
1/2" No. 1 Common 60,000 ft.	3/4" No. 2 Common 10,000 ft.



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EADQUARTERS ARDWOODS



Hoffman Bros. Company FORT WAYNE, IND.

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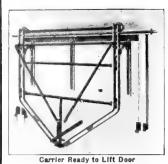
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on doors of any size, on OLD OR NEW KILNS

INDIANAPOLIS. IND.



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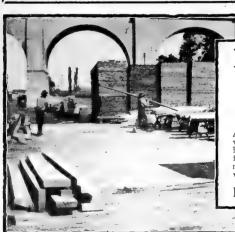


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WOOD RAC

COURTE CONTRACTOR CONT

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging. Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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No. 5



Review and Outlook



General Market Conditions

T HERE HAS BEEN QUITE A TENDENCY of late, in spite of the season, to contract for large purchases to cover the coming year, and the average figures would undoubtedly be found to exceed the present market levels by a substantial percentage. With these orders, and in spite of a lessening in purchases for current needs (this resulting naturally from the inventory period), the aggregate transactions have shown great increases over previous months and over the same periods for a year ago.

The most pertinent way of describing the state of mind of the shippers is to say that they simply do not know which way to turn. They have the orders both in northern and southern woods greatly in excess of orders for the month prior and at rapidly advancing prices, but still they cannot make the shipments. So while dry stocks are cleaned up, stocks on hand at mills, mainly on unfilled orders, are larger than they were, although not by any means alarmingly so. This circumstance from the manufacturers' standpoint still difficult, and this does not mean only shipments of lumber but

With everybody feeling the pinch of car scarcity, shipments are still difficult, and this does not only mean shipments of lumber but it has gotten into the woods to a large extent in the North as well as the South. In the southern states, the bad weather of the last couple of weeks has assisted the car scarcity in holding down production, while at northern points there is a crying need for every bit of rolling stock that will haul logs from the woods to the mill. Indeed, operations in the northern woods are very much hampered and it will be surprising if the cut this year is not seriously reduced.

The southern mills have worked along so energetically for the past few months, in the face of difficulty in shipping out, that they have in many cases filled all their yard room with the result that some of these plants are going to be short on their season's production.

HARDWOOD RECORD has quite often repeated that it sees no possibility, as far as discernible indications are concerned, of any conditions that can make for other than a strong hardwood market, and there surely is a growing indication of and belief in the fact that this strength is going to continue for the greater part of 1917. The price level has continued to go up and it is going a lot higher before it reaches the top.

Proper Veneer Packing

THE SUBJECT OF PROPERLY PACKING VENEERS is handled very ably by H. F. Arnemann, Chicago, in this issue on pages 18-19. It is well and entirely necessary and justifiable to urge upon and explain to manufacturers the things necessary to proper

handling of veneers in transit and to and from markets. Every veneer manufacturer who will read Mr. Arnemann's suggestions and analyze them and impress their importance upon his superintendents will profit; of that there is no doubt.

On the other hand, the man who suffers equally with the manufacturer, but is totally blameless, is the consumer-the man who buys the veneers for remanufacture in his own plant. As he suffers a tangible loss whenever, through poor packing, a shipment of veneers is received in a damaged condition, he should take it upon himself to do what he can to remedy the conditions making that result possible. The man at the receiving end seeing the result of this or that method of loading veneers is able to point out the methods which are wrong and the reasons for their failure to insure the safe arrival of the stock. The buyer not only can see definitely the results of unintelligent handling of shipments, but he knows to a considerable extent the firms which are giving careful attention to right packing and those which neglect this important

If every buyer would impress upon the veneer manufacturer that he expects of them the right care in the preparation of material for shipment, and if necessary, if he would even go so far as to determine the placing of orders, at least partially, on the proper fulfillment of packing obligations, he would do more to correct the evil than any other man or group of men could do. There is no question but that the veneer manufacturers who have not properly considered packing, and there are many of them, have brought upon themselves anything that might result from their handling of this matter. There is no reason for the methods that have prevailed. There is no excuse for them; it is merely up to the veneer shipper to see that the question is given careful consideration in the future, and the buyer can do a great deal toward determining the shipper's state of mind on this score.

Customs Ruling on Japanese Oak

DECISION HANDED DOWN BY THE CUSTOMS COURT A at Washington on December 4th held that Japanese Oak shall be classified for tariff purposes as a cabinet wood instead of lumber. The case had been carried up by appeal by a Japanese company in a suit in which the United States was defendant. The decision will place this foreign wood in a higher class for tariff purposes, and it is yet only of incidental interest to American lumbermen. The Japanese exporter may have to pay more for the privilege of sending his oak to this country.

This ruling may have let down the bars in a place that may later bring worry to American lumbermen, especially those who handle oak. The ruling by the Customs Court may be followed by a ruling by the Interstate Commerce Commission that will classify Japanese oak as a "wood of value" for transportation purposes within the United States. If it is a cabinet wood while coming in, is it not a cabinet wood after it gets here? If so, the railroads can charge more for hauling it. This would not be likely to call for protests from American lumbermen, so long as the ruling applied to Japanese oak only.

But the second step, if taken, might lead to a third in logical sequence. If Japanese oak is a cabinet wood for tariff and transportation purposes, why should not American oak be so classified? That is the line of reasoning that may be looked for. It has always been contended in this country that American oak is as good as Japanese. If that view is taken it will be difficult to give a reason why the latter should pay a cabinet wood rate and the American oak a lower rate for transportation.

The question of classifying oak for transportation in this country is not yet pressing for decision; but it became a live question as soon as Japanese oak was officially declared to be a founded on that expectation is strong and promises well.

General Confidence

IF GENERAL CONFIDENCE MAY BE MEASURED by the number of new corporations coming into existence within a given time, the confidence of the people of the United States is strong. During October of this year more than two and a half times as many corporations were formed as the average for October during the past eight years. This would seem to be a fairly reliable guide by which to gauge confidence. People would not organize corporations for the purpose of engaging in business unless they expected future conditions to be favorable. Confidence is an asset in business which can scarcely be overestimated. If a man believes a thing will happen, and wants it to happen, he will contibute his mite toward making it happen; and when his belief is widely shared it constitutes general confidence and contributes to general prosperity.

The unusual number of corporations now coming into existence is doubtless partly accounted for by war opportunities. Men see a chance to do business and hasten to take advantage of the opportunity; but the value of war business should be liberally discounted before it is made the measure of general prosperity. Nobody wants the war to last a long time; and if it were generally believed that the end is far off, general confidence would suffer. The real prosperity which inspires expectation is that which people believe will come when the waste of war has run its course. Let it be hoped that most of the corporations which have come into existence in recent months are not looking for war business but for that which will follow when peace comes. General confidence founded on that expectation is strong and promises well for the future.

Coals From Newcastle?

THE PRESENT LAYOUT OF THE WOODWORKING industry of the United States on the whole offers no logical plan. There is no especially pertinent reason why the great bulk of woodworking factories should be located in the main in the states producing the lesser quantities of the most important raw material. Of course the reason for the woodworking plants existing in the sections in which they are now mainly located is directly traceable to the old sources of supply of various types of lumber, and to the dearth of skilled labor in the various centers which produce the raw material. However, the trend in both of these conditions has been progressive—the sources of supply are now well defined and for the most part are so located that adequate and efficient labor is procurable. That it is wise to consider the establishment of woodworking industries as near to the forest producing the types of lumber which will be used for the main product, is generally conceded.

One of the most striking examples of the apparent absence of logic in the present scheme of things is found in West Virginia, which with a vast hardwood and softwood growth of splendid quality and variety is the largest hardwood producing state in the Union, but it is also, as compared to the other lumber producing commonwealths, the smallest in point of factory products turned out. It is a state not only with great forest wealth, but with magnificent fuel deposits, close market connections, good transportation and plenty of efficient help. Already there is a move on foot in West Virginia to encourage the home utilization of its raw materials in woodworking lines. The conditions point so logically to the wisdom of such development that these efforts, if prosecuted even in an intermittent manner, must bear fruit.

However, the main point is not that West Virginia will secure more industries, but that through building up woodworking trades in those lines which are logically located at the forests, she is giving impetus to the movement which is bound to grow to large proportions. The South will do well to foster the supply of efficient help and to give to competent, ambitious labor every encouragement.

Wake Up, Veneer Men!

NOONE DOUBTS THE IMMENSE POSSIBILITIOS of the veneer industry in America, at least no one outside of the industry doubts it though some of those within its fold have been hibernating in their false contentment for so long that it is doubtful whether they have any definite thought on this subject at all. Others have, however, as proven by the very intelligent program mapped out at the annual meeting of the National Veneer & Panel Manufacturers' Association.

The veneer industry is beginning a period of reconstruction along lines that will, if carried out successfully, make for greater progress in the next two or three years than has been accomplished in the past ten or fifteen years. What the veneer manufacturers have not fully appreciated has been that the diversified character of veneer opens up possibilities of immense markets never before approached. The trade has been too willing to follow along in regularly defined routes where trade naturally existed, but the character of the product makes it applicable to a thousand-and-one uses to which no other product of wood can be applied. The necessity which faces the veneer men now is to define and embrace these possibilities.

The proper first step was taken in the reorganization of a rather stagnant association. The making over of the national body was accomplished under circumstances which offered no prospect for fulfillment of hopes without intelligent direction of the plans laid out. This direction can come only with the proper professional assistance as there is no record of really successful, constructive accomplishment by a trade organization run entirely by its members. This consequence can result only with the proper support by actual dollars behind the men actively in charge.

So it is up to every veneer man to come out of his hibernation and get behind the big plan and push.

A Worth While Effort

THE LUMBER TRADE every year has become more fully cognizant of the real value of the production statistics compiled and issued by the Forest Service. To the average person not familiar with the tremendous difficulty of collecting and assembling statistics, the task of gathering the data for these yearly production reports may seem insignificant—a mere matter of sending out letters and of routine office work. However, those who are familiar with the problems realize the immense difficulty which is mainly the direct result of indifference of those in best position to benefit by the statistics. Those referred to are the lumbermen who give no attention to the Forest Service requests or in answering do so in ahaphazard manner.

The various associations are undertaking to a greater and greater extent the proper handling of statistical information, but regardless of competitive conditions of various woods, the trend in any one direction is bound either directly or indirectly to have its influence in all directions. Therefore, it is absolutely necessary that the statistical bulletin published on lumber cuts be as complete, as authoritative and as speedily assembled as possible. Hence, every lumberman, particularly in these days of rapid changes and of so great uncertainty, is, whether he knows it or not, more in need of this information than ever before. Therefore, he, as one of the 30,000 or 40,000 firms appealed to, should give the information asked of him promptly and completely.



Fur Trader's Christmas Dinner

The cover picture which illustrates this issue of Hardwood Record will attract the attention of all who admire the wild, romantic, and beautiful in nature, where the hand of man has added nothing and has taken nothing away. It is a picture of Snoqualmie Falls, in the State of Washington. This is one of the most fascinating places in the world. In volume, these falls cannot be compared with Niagara, but in height the measurement is 108 feet greater, the perpendicular plunge of Snoqualmie being 268 feet

The slogan "See America first" receives some of its force from scenes like the wonderful falls of Snoqualmie. The place is somewhat off the beaten paths of tourists, and those who take all their views from Pullman windows will pass this great wonder without seeing it. But those who are willing to inconvenience themselves slightly will find no great difficulty in the way of a visit to this remote region, and will be well rewarded for doing so.

The picture as it appears on the cover of this magazine may not suggest Christmas. There is no snow, and ice is not in evidence. This photograph was not taken in December. Had such been the case, there probably would have been plenty of snow, for winter is rough enough in that mountainous region, though the cold is moderate. This photgraph was made for Hardwood Record by Darius Kinsey, Scattle.

Though the picture does not suggest Christmas and its festivities, the Snoqualmie Falls once figured to a small extent in a unique Christmas dinner that was placed on record in the diary of a fur trader who happened to be there somewhat over a century ago. Though he does not mention the place by name, for the probable reason that it had no name at that time, there is little doubt of the location. It was in connection with the expedition of Alexander Henry, a fur trader who was in Washington and Oregon about the years 1812-14. He was drowned in the Columbia river.

The fur traders were important people in their day. They were the real explorers of the vast interior of America. They pushed far beyond the frontiers and met dangers of all kinds, from the savage Indians, the wild animals, winter, floods, famine, and sickness. It is remarkable how long some of them lived, considering the imminent dangers which always surrounded them. They made journeys of hundreds or thousands of miles through hostile country, and were beyond the confines of civilization for years at a stretch.

The Hudson Bay Company was perhaps the largest and best known of the fur trading companies; but there were several others. Their trading posts were scattered among mountains, plains, deserts, and wildernesses from the Great Lakes to the Rocky Mountains and even on the Pacific Coast, and almost from the Arctic Ocean to Mexico, at a time when all that vast region was wild and perilous. The traders traveled by canoe, horseback, in carts, by dog sleds, and on foot, and a journey which required only a month was considered short.

The diaries which some of the traders kept are interesting reading. Many of them were published. Of particular interest are the diaries of Alexander Henry, who followed about every trail in the region between Minnesota and the Pacific Coast at a time when there was not one permanent white settlement in all that vast expanse. More information of the actual condition of that country a century ago may be obtained from his diaries than from any other single source. He was a Scotchman who united love of adventure to dogged perseverance.

A party of Henry's men who had been sent on an exploring expedition from headquarters, near where Portland, Ore., now stands, found themselves in the interior of what is now Washington, when they were overtaken by Christmas. Being typical Britishers, they felt it incumbent on them to celebrate the festal day in an appropriate manner, and decided to make a plum pudding, ac-

cording to the English custom. There was not a plum within three thousand miles of them; but they thought they could get over that obstacle. They bartered with the Indians for dried pigeon berries, a sort of service or shad being that grows in that region. It looks and tastes like a dried huckleberry, but the Britishers made the berries serve as plums for their pudding.

The next obstacle was the lack of flour. They had not an ounce, and had been living on elk meat straight for a long time. They went to the Indians again and traded fish hooks for "cedar dough." This substance consisted of the pounded and kneaded inner bark of the western red cedar. It has the consistency of "biscuit dough," but has no taste except such as is imparted by mixing something with it. The Christmas party worked bear oil into the cedar dough until they had given it enough flavor to satisfy the taste.

No trouble was experienced in manufacturing the plum pudding of pigeon berries, bark and bear oil; but regulation English plum puddings are always cast in moulds of some sort, usually cups or other small vessels, holding the proper portion for one man, so that each will receive an equal and proper share. The fur traders had no metal vessels of proper size; but that obstacle was overcome as easily as the others had been. They improvised a mould from a moccasin; but it is not stated whether the moccasin was a new one or whether it had been worn. That seems to have been looked upon as a detail and not worth mentioning.

Thus the plum pudding, without plums or flour, was manufactured that Christmas day at the very foot of Snoqualmie Falls, as is believed; and the rugged Englishmen and canny Scots made speeches and sang songs in which they declared their love of country, and their devotion to absent ones far away.

The region now embracing the State of Washington was then claimed by England, and the traders had no trouble about being on their own premises. The Americans had put forward claims even at that early period, but boundaries had not been marked and the whole region was a sort of no-man's land which was considered so large that there was room for all, and nobody need quarrel over it. Later, however, the title to it became a serious question, and there originated the famous slogan, "Fifty-four, forty, or fight." That was the way the Americans stated their purpose of holding the country as far north as 54 degrees, 40 minutes, or fight for it. Had they made good their claim, about half of British Columbia and Alberta would now belong to the United States. James G. Blaine, in his book "Twenty Years in Congress," said that the Americans could easily have made good their claim if they had not been brusque about it and in such a hurry. When the issue was forced, it resulted in a compromise which fixed the boundary where it is today.

The Snoqualmie Falls were left well within the boundaries of the United States, for which we should be duly thankful; but when the first Christmas dinner was eaten at that place, the band of traders believed that they were in their own country, and they wrote a report which made plain their belief on that subject.

The report was supplemented by some doggerel verses relating to the pudding "of seeds and grease and thrums," the thrums evidently meaning the stingy cedar bark of which the dough was made:

Six thousand miles from home, and more! What boots it if the Christmas feast We gather 'round and hover o'er. Is built of berries, bark and beast?

Plum pudding innocent of plums Or flour or sugar, out or in: 'Tis made of seeds, and grease and thrums, And molded in a moccasin.

But whether fortune, whether fate, We drink a health to every guest, And kindle love and bury hate Beneath the cedars of the West.



Crating and Loading Veneers



The following paper which deals with the proper crating and leading of veneers for transportation was read by H. F. Aruemana of Chicago at the annual meeting of the National Veneer and Panel Manufacturers' Association at the Auditorium flotel, Chicago, December 12, 1916

The subject of crating and loading may seem of comparative insignificance to those of you who have given these matters careful attention years ago and have worked out a system of proper handling that is proving satisfactory and, generally speaking, I believe that there has been vast improvement in these matters during recent years. Yet, those of us who are at the other end of the route and see the stock, both in the cars and out, after reaching destination are sometimes amazed at the apparent thoughtless and careless methods employed in the matter of crating and loading. In fact, in many cases there seems to be no method about itmerely happenstance. This is perhaps due to the fact that in such cases the shippers have not appreciated the necessity or importance of giving these matters due consideration. If this paper will create enough interest in this subject to assure its thoughtful consideration at your mills, with the result that you will give the crating of stock and the loading of cars the dignity of a department, or, at least, put a good man in charge and let it be understood that

these matters are of great importance and that a definite method or system must be established and maintained, it will have served its purpose.

Anything worth doing at all is worth doing well and after a millman has taken pains to manufacture a carload of good veneer, has given it careful attention in drying and has reason to feel that it should give the best satisfaction to the customer, it seems a pity that crating and loading should have no special attention, because in themselves they may mean the difference between a satisfied and a dissatisfied customer. I have seen cars that looked so bad upon arrival at their destination that one would think there was no good stock in the car, altho it may have been first-class when it was shipped. First impressions are lasting and when a customer, upon opening the car door, sees nicely trimmed and well crated stock and so loaded that there is no difficulty in unloading, he is imbued with a satisfied feeling and, should it later develop that the shipment contains a little off-grade stock, he is inclined to overlook it. On the other hand if, upon opening the car door, he finds the stock all topsy-turvy, some of it broken and split, the crates or bundles from the ends of the car tumbled into the center and mixed up with some loose stock, he gets a very unfavorable impression and later says, "I could see the stuff was no good when I opened the car." And at once you have an adjustment on your hands. The appearance of your stock upon arrival at its destination is the barometer of the way you do things.

TYING STOCKS IN BUNDLES

I presume that tying or bundling is a part of this subject and, in a general way, the same attention should be given this as should obtain in the case of crating. One-eighth inch and thicker stock may often be tied in bundles and handle and carry as well as the it were crated. One-eighth inch thick door stiles, for instance, will carry very well if securely tied in bundles of fifty pieces. One-quarter inch thick drawer bottom stock or center stock in ordinary sizes will handle well in bundles if properly tied and loaded. However, one string around a bundle of twenty-five or fifty pieces is not sufficient. A bundle must be of such size and the strings of such quality and number that they will not break when the bundle



H. F. ARNEMANN, MONADNOCK BLOCK, CHICAGO

is dropped, for the bundle will be dropped. From my own observation I know that frequently the strings around bundles are broken while loading the car and they are not retied. This loose stock will shift in transit and is likely to become damaged and if there is any quantity of it, is extremely difficult to check out.

Some of you are using a baling apparatus that uses wire in place of string. My experience is that stock tied with wire in this manner carries better and is less apt to be damaged than stock tied with string. Of course, string and wire as well as crating lumber and nails have advanced considerably in price, but I deem it exceedingly poor economy to skimp in these important matters at the expense of risking an allowance of twenty-five dollars or more now and then because of not properly preparing good stock for transportation.

There has recently been some discussion in regard to the manufacturer making additional charge for crating. This seems to me to be out of order. I believe that the cost of crating and bundling should be taken

into account and included in the prices you expect to get for your stock. That is the easier and more efficient way of treating this item of expense. When you buy a keg of nails you do not see on your bill an item covering the cost of the keg, but it is there just the same. Most mills manufacturing rotary cut veneer saw their cores into crating lumber and usually throw away the slab for fuel, using only the square pieces for crating. Many of the millmen, however, have learned that crates are handled easier if the slabs or rounded pieces are used for cross cleats, as the crates slip by each other better than when the cross cleats have square edges.

MISTAKES TO BE AVOIDED

So much for generalities. Now in order to bring the particular points I have in mind before you in a more concrete form, I have tabulated them.

First, regarding crating.

- (a) Crates are frequently made too long for the veneer and the veneer jumps out from behind the end cleats and is broken. Even if a wide enough cleat were used on both ends so that the veneer sould not jump out, it would slide from one end of the crate to the other, or at least portions of it, and be damaged.
- (b) Sometimes only three cleats are used across these crates, whether they are long or short, two at the ends and one in the middle of the crate, and the veneer frequently bulges out between the cleats and gets the wear of other crates against it. Sometimes the veneer bulges out to such an extent that it slips out from behind the end cleat and is broken. Every crate of thin stock, unless it is extremely short, should have at least four cross cleats.
- (c) Often times crates are not made wide enough for the veneer and hence the edges have to roll up on the sides and get broken. As the grain of the veneer does not always run parallel with the edge, the splits caused in this way sometimes run into the veneer several inches.
- (d) All thin vencer at least all face stock should be protected by wrappers of a substantial nature, say one eight inch culls or two thicknesses of reject thin stock.
- (e) When crates are long the weight of the veneer in the middle of the crate is a great strain on the cleats and frequently the nails pull out. Under such conditions the crates should be strengthened and

made safe by using a little corner row or shapele band on the ends of each middle cleat on both sides of the crate. I believe that the most careful manufacturers are using these shingle bands on all the cross cleats on long and heavy crates. Especially should this be done when stock is shipped by local freight.

PROPER LOADING METHOD

Now regarding loading.

- (a) First see that the car you are about to load is in good condition, to avoid a probability of transferring the stock while in transit. Also, put on the B/L "Stock not to be transferred." Sometimes the railroads will transfer stock from one car to another simply because they do not want to let a car go to enother road. Transferring a carload of veneer by ordinary railroad crews is almost sure to be disastrous. Only recently there came to my notice an instance of this kind, where a large car of veneer was transferred into two other cars with the result that the customer refused the entire lot. The mill then turned the lot over to a jobber for disposition, but when he saw the condition of the stock he likewise refused to handle it. In such cases only stock that is exceptionally well crated will escape, with some scars of mistreatment, and be usable.
- (b) In loading long crates, such as contain log run stock, it seems to be generally conceded that they should be stood on end with the edge of the veneer, not the surface, toward the end of the car. In this maner the crates will not tip to the center of the car, as would be the case if the inside surface faced the end of the car. When both ends of the car are filled in this manner the center may be filled in by letting the edges of the stock face the doors, or in any other way that the crates will fill the center. This will insure an opportunity to get out the crates from the center of the car when unloading. I have seen cars in which the crates were stood on end with the surface of the veneer toward the end of the car through its entire length with a little space left between the crates here and there, especially in the center, and the crates from both ends had tipped toward the center or the entire lot tipped toward one end of the car. Under these conditions it is almost impossible to get a start at unloading.
- (c) In loading small crates containing crossbanding or small dimension stock or panels, where it becomes necessary to pile one on top of another, there should be some pieces of cull lumber used on top of each tier of crates so as to distribute the weight, as otherwise the crates above may damage the edges of the stock below.
- (d) In loading bundled stock care should be exercised in keeping the different tiers of bundles butted up tight to each other, and when the loading is finished the entire car should be dressed down to a uniform height and the center well filled. It is important, to bulkhead the center of the car carefully, either with bundles of stock or with good strong lumber. The same is true in the case of ship ping loose stock, which is sometimes done with thick center stock and the like. After the surface is leveled down, an inch board nailed up edgewise across the car and pressed down tight to the stock will help a great deal in keeping the piles from shifting. Several such boards should be used through the length of the car. The greatest trouble in shipping stock tied in bundles or loose comes from careless filling of the center or from not leveling the stock down sufficiently. Only recently there came to my attention a case where a carload of stock was shipped loose with only little weak strips to keep the stock in place. These strips were broken while the car was in transit and when the customer opened the car doors there was simply a mass of splintered and broken veneer in the center of the car. Much of the stock was so badly disfigured that it was impossible to ascertain what size it belonged to or even to make an accurate estimate of the amount of stock damaged.

MARKING THE STOCK

Just one more point, and I have left this one for the last because less attention is paid to it than to any of the other previously mentioned. Each crate should have upon it, in a conspicuous manner, a number and its contents; that is, the number of pieces and the size of the stock. There should, of course, be no crates in a shipment with duplicate numbers. Every invoice should be accompanied

by a tally sheet which gives the crates in consecutive order with the size and number of pieces opposite the crate number. The totals only need appear on the invoice. By means of this tally sheet a car is easily checked out, as no matter which crate is taken out of the car first its number and contents can be readily compared with the tally sheet and checked off. The last crate shown on the tally sheet, of course, shows the number of crates the shipment contains and, as a check, it is easy to keep track of the number of crates taken out of the car, which of course should correspond with the tally sheet. Moreover, in this way, if any shortage is claimed, the crate numbers can be designated and the number of pieces and sizes of stock determined. Such a tally sheet will also enable the customer to sort the stock contained in the shipment according to kind and size without opening the crates. We can not overestimate the good impression made upon the customer by making it easy for him to check out a carload of stock. This is simply another matter that is well worth doing and worth doing well.

In closing let me impress upon you again, the importance of having your stock arrive at its destination in good shape which, of course, means well crated and carefully loaded, easy to get out of the car, and easy to check up. It pays.

The Outlook for Walnut Abroad

It is a matter of common knowledge that certain of the European markets were never attractive customers for American walnut manufacturers, owing to the production of high-grade walnut from their own forests. Specifically the countries thus supplied were Italy and France, Italian and French walnut having been of very good quality and having been produced in good quantities for home consumption.

Those in touch with the situation state that the tremendous use of walnut for gunstocks, aeroplane propellers, and other purposes abroad has resulted in practically eliminating this foreign growth, and thus the entire European trade will be open to American walnut when the war ceases.

The trend of the domestic situation seems to be changing somewhat, due mainly to the fact that, the big gunstock business from the warring nations is practically over, that is, orders for the completed blanks. When the war started those countries able to secure supplies from this side were not in a condition of proper industrial development to make possible the production of their own stocks. Thus instead of buying the raw material and working it up abroad they bought the blanks from this country. Naturally every thought has been given to complete manufacture in the European countries wherever production there is possible, so development in the gunstock business abroad has finally reached a point where American stock machinery is no longer so necessary as it was. So the mills here are compelled to turn to gunstock planks.

Walnut, by the way, has demonstrated an unchallenged superiority over every other wood for aeroplane propellers. Thousands of these are used every month abroad as the percentage of damage and loss is excessive. The trade in these articles is already well developed. It requires absolutely sound boards $\frac{5}{2}$ inches thick. The stock is especially selected for this purpose.

Suggestions for Proper Handling of Bearings

The minute you discover any knock in the engine, locate it and take it out at once. Don't wait until the noon hour. Be sure that the throttle valve doesn't leak. There have been many accidents caused by leaky valves. Be sure that all drain cocks are open before leaving at night. Every first-class engineer knows or should know that it takes some time to drain this water out. Again, if you fail to do this in the winter you may have a cracked cylinder on your hands.

It is a good plan to have the millwright inspect all line and countershafts at least once every six months, and also tighten up all wood pulleys. If the oiler will fill the bearings at night, less oil will be required than if he waits until the boxes are cold.



JOHN W. MCCLURE, MEMPHIS, TENN.,
PRESIDENT



W. L. HYDE, MEMPHIS, TENN, SECOND VICE PRESIDENT



W. C. BONNER, HETH, ARK., DIRECTOR



Organize Big Land Association



The Southern Alluvial Land Association was launched at the Hotel Gayoso, Memphis, Saturday, December 16, when a number of owners of cut-over lands in the Mississippi delta met and adopted a constitution and by-laws and elected the following officers for the first year:

President, John W. McClure, chairman of the organization committee. First Vice-President, A. C. Lang of Blytheville, Ark.

SECOND VICE-PRESIDENT, W. E. Hyde of Memphis.

DIRECTORS: For one year, S. M. Nickey, Memphis; W. H. Harrison, Cape Girardeau, Mo.; Thomas W. Frye, St. Louis; S. E. Simonson, Luxora, Ark.; F. R. Gadd, Chicago; for two years, W. C. Bonner, Heth, Ark.; Albert N. Thompson, Memphis; John M. Pritchard, Memphis, J. E. Diamont, Trumann, Ark.; R. H. Darnell, Memphis; for three years, W. H. Dick, Philipp, Miss.; R. Sondheimer, Memphis; H. B. Weiss, Memphis; Nelson W. Walcott, Providence, R. I.; W. B. Burke, Charleston, Miss.

The attendance was somewhat disappointing on account of the very unfavorable weather and because of the close approach of the holidays. However, what was lacking in numbers was fully made up in enthusiasm. Those present, all of whom enrolled as active charter members, represented approximately 500,000 acres of cut-over lands in the territory to be covered by the association, and Jno. W. McClure, the new president, as well as other prominent members of the new organization, said that there were enough members in sight to assure that at least 1,000,000 acres would be represented by January. This view is based on the unusual interest which has been displayed in the work of the organization committee, which outlined the scope and plans of the new association, at a meeting held in Memphis earlier in December.

A permanent membership committee, composed of Rudolph Sondheimer, W. E. Hyde, W. B. Burke, W. C. Bonner and S. M. Nickey, was appointed by President McClure, and the first action taken by these gentlemen was the enrollment of the following as charter members:

Chicago Mill & Lumber Company, the Lamb-Fish Lumber Company, the Tallahatchic Lumber Company, the Bellgrade Lumber Company, E. Sondheimer Company, George C. Brown & Co., the DeSha Lumber Company, S. E. Simonson and J. M. Pritchard,

It is expected that the membership committee will be busy during the next few days, as it will facilitate matters in every way possible for those desiring to connect themselves with the new association.

It was decided that there shall be two classes of membership, active and associate. Active members will be owners of cut-over

lands. They will pay an initiation fee of \$25 and annual dues of about 2 cents per acre. The associate members will be banks, associations, and civic and commercial bodies. They will pay an initiation of \$100 and their dues shall be \$100 per annum.

It was also decided that the new association shall not begin active operation until the membership represents at least 1,000,000 acres of cut over lands. As soon as this amount of land is represented, headquarters will be opened in Memphis, and an active secretary will be employed. A membership controlling 1,000,000 acres will insure a fund of approximately \$20,000 to be used to carry out the objects and purposes of the association, which are set forth as follows:

First To advertise the alluvial lands bordering the southern Mississippi river from Cape Girardeau, Mo., and Cairo, Ill., south to the end of the hardwood belt.

Second-To place upon these lands desirable farmers and settlers.

Third—To co-operate in every proper way with these settlers in solving their business, financial and agricultural problems with a view to helping them to become happy, contented and prosperous members of these communities.

Fourth To co-operate in every proper way with other organizations and other forces which are working to build up communities and improve conditions within this territory.

 $Fifth \quad To \ furnish \ such \ information \ to \ members \ as \ will \ assist \ them \ in \ developing \ and \ settling \ up \ their \ lands.$

The Southern Alluvial Land Association will be separate and distinct from all other lumber organizations, and it will act independently of any other organization formed for the purpose of developing cut-over lands. This has been made quite clear by President McClure and other officers. This decision is based on the fact that the cut-over lands to be advertised and handled by the association are far superior in fertility of soil and in richness to those being placed on the market by any association operating elsewhere.

Mr. McClure also emphasized that the new association is not exclusively for lumbermen, inasmuch as anybody is eligible to membership who owns cut-over lands in the particular section to be covered by the association. In the small number of members already curolled there is one banker and one gentleman who is serving as secretary of one of the big lumber organizations here.

The subject of advertising and developing these cut-over lands in the Mississippi delta has been vigorously discussed during the past every second. It was brought prominently forward during the recent visit of the committee investigating the location of sites favorable for the federal loan banks. It was realized at the time that these banks would furnish the necessary capital, at low interest and on easy terms for repayment, for the development of the lands in question and the idea of forming such an association as that which

has just been launched originated with the coming of this body. The time is quite ripe for the work to be undertaken by the association, and the members of the new organization are confident that they not only have a rich field to develop, but that they will meet with abundant success in their efforts to that end.



Transportation Conference Held



The Central States conference on rail and water transportation that was held in Evansville, Ind., on Thursday and Friday, December 14 and 15, was the most important meeting of its kind ever held in that city, if not in the central western states. The meeting was conceived by the Evansville Chamber of Commerce, under whose auspices it was held. Six states were represented at the conference as follows: Indiana, Illinois, Missouri, Kentucky, Ohio and Tennessee. Many important problems of transportation were discussed by men of national and international reputations. Several hundred visitors and delegates attended.

The conference proved to be both educational and constructive and it is expected that as a result other meetings of similar character will be held in other states of the country. It is also expected that another result of the conference will be the formation of some permanent organization of the central western states to arrange for annual meetings when problems of transportation may be discussed. Evansville royally entertained the visitors and they went away feeling that a great work had been accomplished.

The conference was called to order at 9:30 o'clock on Thursday morning, December 14. Henry C. Murphy, of Evansville, was chosen permanent chairman of the conference. The first main address was delivered by Alfred P. Thom, counsel of the Railway Executive Advisory Committee on Federal Legislation and general counsel for the Southern Railroad, his subject being, "The Needs of American Railroads." He said the railroad problem is one of the most important that faces the American people and that it had been twentynine years since government regulation of railroads was adopted by the United States. While there had been great improvements along certain lines, Mr. Thom said the people are agreed that conditions are not yet satisfactory. He stated that the railway committee will ask for a strengthening of the commerce commission and increase in its power over rates; that the duties of detection, correction and punishment be relegated to a subordinate commission; that these be regional subordinate commissions making possible more intimate understanding of local needs, their decisions to be subject to review by the general body.

He said the executives will also ask that the commission be given power to name minimum as well as maximum rates so as to avoid the possibility of discriminating advantage to one community or commodity over another.

Congress will be asked to shorten the period for suspended rates from ten months to sixty days, with the provision that the shipper be reimbursed if the result is unfavorable to the carrier.

On Thursday afternoon, John Muir, president of the Railway Investors' League, spoke on "The Real Owner of the Railroads—the Investor—Why He Is Worried Over the Present Situation, and How Fair Treatment Will Induce Him to Supply a Solution of Present American Transportation Problems." Mr. Muir pointed out that more and more, people are buying railroad stocks and securities, and that many of these railroad securities are held by men and women of moderate means in this country. He said that these people who have invested their money are the real owners of the railroads and are the ones, who, above all others, are interested in all problems pertaining to the railroads. He described the Railway Investors' League, saying that it is growing rapidly and that the men who had promoted the league wanted every man and woman in the country who owns a single share of stock in a railroad to become a member.

An address was made by Lansing H. Beach, colonel in charge of

the corps of United States engineers that has charge of the improvements on the Ohio river, his subject being, "The Improvement of the Ohio River." At the close of this address, the conference passed resolutions asking for the continued improvement by the government of the Ohio river and its tributaries. Several of the delegates informally discussed the question of river improvements.

Several important addresses were made during the session Friday. Clifford Thorne, chairman of the Board of Railway Commissioners of Iowa, was on the program for an address on, "Does Regulation Pay?" He pointed out that regulation of the railroads by the state and federal governments did pay. He also stated that since regulation began, discrimination in freight rates has been largely eliminated; that the rebate had almost passed out of existence; that the pass nuisance had been curbed and that many other things had been accomplished. As chairman of the Board of Railway Commissioners of Iowa, Mr. Thorne has made many noted decisions and he is regarded as a friend of the shippers.

Mr. Thorne was followed by W. G. Lee, president of the Brotherhood of Railway Trainmen, speaking on "The Hours and Working Conditions of the Railway Employes." He reviewed the long fight waged last fall between the railroads of the country and the various railway brotherhoods and said that the brotherhoods were right in their contention. Before the conference adjourned, Mr. Lee made the important announcement that there was a move on between the railroads and brotherhoods at this time, which looked as though they would be able to get together and settle their differences, in which event the brotherhoods might ask for the repeal of the Adamson law. This remark was greeted with loud applause.

Another important speaker was Frank P. Walsh, of Kansas City, Mo., chairman of the Federal Relations Commission. He defended the eight-hour feature of the Adamson law and said that it was in keeping with the march of civilization.

Other speakers at the conference were, J. E. Edgerton, president of the Tennessee Manufacturers' Association; G. A. Freer, president of the National Traffic League and J. M. Glenn, secretary of the Illinois Manufacturers' Association.

The conference closed on Friday night with a banquet at the New Vendome hotel, covers being laid for about 400 people. J. A. R. Hobson of Evansville was toastmaster. Frank Trumbull, chairman of the Railway Executives Advisory Committee on Federal Legislation, spoke at the banquet on "The American Railways," and N. C. Kingsbury, vice-president of the American Telephone and Telegraph Company, on "Co-Operation." The main feature of the banquet was the transcontinental telephone demonstration, connecting Evansville with Washington, D. C., Boston, New York, Chicago, San Francisco and other cities. Among those who talked over the long distance telephone to the banqueters were Thomas R. Marshall, Vice-President, Robert Lansing, Secretary of State, Josephus Daniels, Secretary of the Navy, Hiram Johnson, governor of California and United States senator-elect of that state. There were four hundred individual telephones at the banquet table.

One of the handicaps to using motor trucks for either log or lumber hauling on country roads is the weakness of many of the bridges. This condition is being improved and in time bridges will be strengthened almost everywhere, but meantime the man who buys a truck for a long haul must take into consideration the question of bridges.



The New Salesmanship



On December 1 the Baker-Matthews Lumber Company of Sikeston, Mo., successor to the Baker-Matthews Manufacturing Company, moved its sales office to Chicago, or rather, to be accurate, it organized and established a sales office.

This firm has undergone a number of changes in its growth since

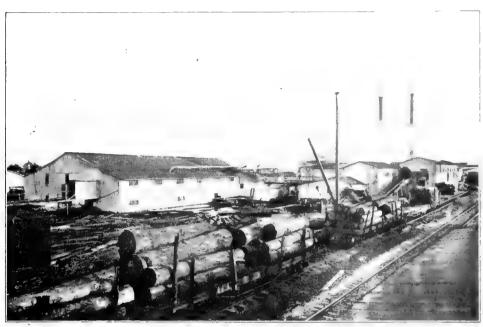
being thoroughly grounded in the manufacturing end of the lumber business. For eight years he was directly or indirectly in the employ of the G. W. Jones Lumber Company at Appleton, Wis., a part of that time acting in the capacity of manager for its subsidiary firm, the Wisarkana Lumber Company of Nettleton, Ark. Later he joined

the sales force of Lee, Wilson & Co., Wilson, Ark., and recently represented the Mansfield Hardwood Lumber Company of Winnfield. La.

Mr. Stannard's experience and knowledge, however, extend beyond the mere manufacture of lumber. As the men at the consuming end with whom he has been in touch well know, he has made a careful study of their problems and how their lumber is used, and has been able to render efficient service to many a buyer of hardwoods. With this two-fold knowledge he will be a very valuable asset to the Baker-Matthews organizations

The Baker Matthews' sales office is located at 1216 Fisher building, Chicago. For the present Mr. Stannard will undoubtedly look after his trade in person. A little later, however, he plans to add to his selling force.

The accompanying illustrations show the mill at Sikeston, Mo., together with the yard where between 6,000,000 and 7,000,000 feet of hardwoods are carried. In addition the Baker-Matthews Lumber Company maintains



MILL OF BAKER-MATTHEWS LUMBER COMPANY AT SIKESTON, MO.

being established twelve years ago. The present personnel of the company is as follows: C. D. Matthews, president; H. W. Baker, Sr., vice-president; E. C. Matthews, treasurer, H. W. Baker, Jr., secretary. W. H. Barnes, former secretary of the Baker-Matthews Manufacturing Company and manager of the box and egg-case department which has now been discontinued, has retired from active business and will make his home in California in the future. H. W. Baker, Jr., who has heretofore handled the sales end, will act in the capacity of general manager, dividing his time between the mill end and the sales office in Chicago.

The present commercial age might be characterized as "The Age of the Greater Salesmanship." Today the man who markets the product has been placed under the glass and analyzed. He is recognized as one of the chief component parts of any business organization. Certain qualifications are laid down for him-certain standards up to which he must measure. Chief among these standards, the one on which every address, every article on salesmanship lays particular stress, is knowledge-accurate, first-hand knowledge of the product sold, and of how

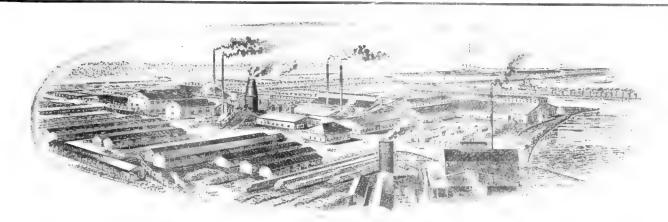
that product is to be used by the buyers after having been sold. The Baker-Matthews Lumber Company must have had this in mind in choosing its sales manager. J. H. Stannard needs no introduction to the consuming trade, especially through the Minnesota, Wisconsin, Iowa, Illinois, Indiana and Michigan territories, as for a number of years past he has traveled through these states. No man could be better fitted for his position than is Mr. Stannard,



YARD OF BAKER MATTHEWS LUMBER COMPANY AT SIKESTON, MO.

a distributing yard at Thebes, Ill., where it will carry between 4,000,-000 and 5,000,000 feet.

The old firm has always enjoyed an enviable reputation in the consuming trade. It has dealt exclusively in southern hardwoods, making a specialty of red gum and plain oak. By developing the sales end, the Baker-Matthews Lumber Company will be in far better position to render more efficient service to its trade.



Northwestern Cooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapolis, Minn. GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring and are said by dealers to hold trade. We NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

The Mail Bag

B 1078-Will Purchase Gum Mouldings

Chicago, Ill., December 14.—Editor Hardwood Record: We are in the market for several cars of red and sap gum mouldings. Can you put us in touch with manufacturers who can supply them?

B-1079-Has Box Elder to Offer

Columbus, O., Dec. 19.—Editor Hardwood Record: We have a good quantity of box elder to dispose of, and would appreciate your putting us in touch with possible buyers of this stock.

B 1080—Seeking Basswood

Janesville, Wis., December 15.—Editor Hardwood Record: We wish you would give us the names of about ten lumber companies who own hardwood stumpage in northern Wisconsin and are therefore presumably in a position to sell clear basswood lumber. Our needs are very urgent and we are anxious to get in touch with these big Wisconsin hardwood lumber companies owning their own stumpage.

B-1081-In the Market for Poplar

Saginaw, Mich., Dec. 19.—Editor Hardwood Record: We are in the market for 4/4 No. 1 common quarter-sawed soft yellow poplar and 8/4 No. 2 and No. 3 poplar.

References to "Mail Bag" Items Must Be Accompanied by Stamped Envelope to Receive Reply

Clubs and Associations

Promise of Great Enthusiasm at Gum Meeting

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, is authority for the statement that the attendance at the forthcoming annual of that body promises to be the largest and most enthusiastic in the history of that organization. He bases this forecast on the tremendous growth in the membership of this organization during the past year, and on the wonderful accomplishments on the part of

the association in behalf of its members and of gum lumber. As substantial evidence of what the association has done, he points out that sales of gum lumber during November not only showed a very handsome increase over October but that they greatly exceeded those for any month since organized effort as against individual enterprise was undertaken by manufacturers of gum lumber.

Mr. Pritchard knows all the members are feeling "mighty fine" and he believes that they will come to Memphis in record numbers and with such enthusiasm as that which is produced only by uncommon success.

It is announced that there will be no fixed program but that, instead, the one day will be given over largely to the reports of officers and standing and special committees, with such discussion and such action as may be deemed proper.

One of the features of the day will be the report of the committee on Technical Research which will include a detailed statement from Henry D. Tiemann of the Forest Products Laboratory, Madison, Wis., dealing with the successful tests made by him in kiln-drying air-dried and green gum lumber furnished him by members of the association. Prof. Tiemann has rendered invaluable aid to the association in solving the problems connected with the successful curing of gum lumber and his latest report is awaited with unusual interest by all members of that body.

is awaited with unusual interest by all members of that body.

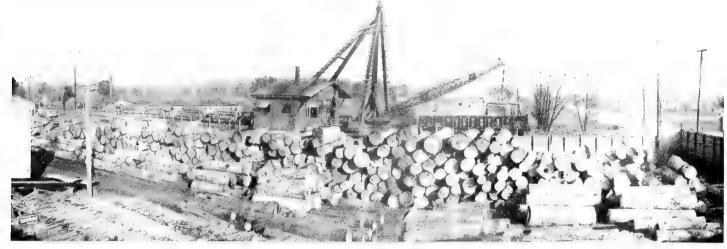
The Gum Lumber Manufacturers' Association will on January 1 announce the successor to J. T. Kendall, assistant secretary, who will, on that date, assume his duties as secretary of the American Oak Manufacturers' Association. Mr. Pritchard says that the place has already been filled but that the name of the fortunate gentleman will be held back, for business reasons, until the date indicated.

Carriage Makers' Club Xmas Dance

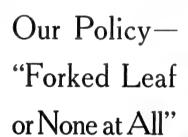
Final arrangements for the annual Christmas dinner-dance of the Cincinnati Carriage Makers' Club, at the Hotel Gibson, were completed last week. As usual, notables in public life, besides men high in club affairs, will do the talking. Former Congressman Stanley S. Bowdle, Charles A. Fisher, president of the club, and Theodore Luth, president of the Carriage Builders' National Association, will deliver addresses.

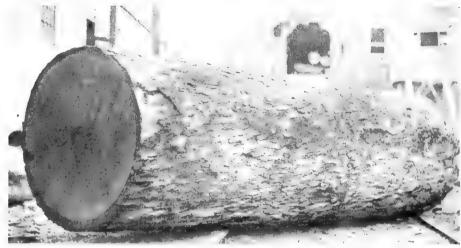
Chicago Hoo-Hoo Meeting

On the evening of December 11 the Chicago Hoo-Hoos entertained themselves and guests at a dinner given at the rooms of the Chicago Lumbermen's Association, Lumber Exchange Building, Chicago. About fifty members and several out-of-town visitors were present. Among the latter were Emerson C. Tennant, St. Louis, Charles J. Kammerer, New York, and W. A. Hadley, Chatham, Ontario. Five new members passed Continued on page 33)



LOG YARD-OCTOBER, 1916





IT'S FORKED LEAF HILL WHITE OAK

THIS LOG'S PRODUCT
IS WHAT
YOU
WANT



NICKEY BROTHERS, INC. MEMPHIS

LUMBER AND VENEER

BUY YOUR VENEER WITH YOUR LUMBER — SAVE THE LCL FREIGHT

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Annual Meeting of Veneer Men

Important Steps Toward Reorganization. Committees and Officers Make Reports. Important Papers Are Read

HE ANNUAL MEETING of the National Veneer and Panel Manufacturers' Association was held December 12 and 13 in the Auditorium Hotel, Chicago. The attendance was above the aver-

age of former meetings.

The program covered a two-days' meeting and supplied topics sufficient to occupy the members during the whole session. There were formal papers and addresses on topics of special and general interest, and committee reports dealing with matters of current and particular interest. President J. T. Edwards was in the chair and Howard S. Young performed the duties of secretary.

The president's address was a resume of the past work and an outline of work to be done in the future. He noted the great change in the organization during its eleven years of existence. During the early years the meetings were small, but growth has been constant. When the association came into existence, the veneer operations were as secret as they could make them; they feared that competitors would find out something; but this has changed now, and today the operators exchange ideas, in order that the mistakes of one may be avoided by others, and the success of one may be turned to the advantage of all. Matters have moved along until the association has reached the parting of the ways, and must follow the old way or choose a new.

Treasurer E. H. Defebaugh read his report, showing receipts and expenditures. The balance in the treasury was \$311.08.

PLAN OF REORGANIZATION

The one important matter before the association was the plan for reorganization and much of the work was directed to that purpose. President Edwards, in his opening address, discussed the necessity for it. The days of the volunteer worker in associations are about at an end. The time has come to place the work in the hands of paid men who are able to do it. No other plan seems to be able to meet modern conditions. The work which the association cannot do as a body it must hire somebody to do. The plan, as it had been conceived in advance, placed the direction of this work in the hands of a paid secretary.

It was stated that veneer operators were just beginning to feel the effect of European competition when the war began. Russian veneer was beginning to find its way to this country. The opening of hostilities stopped the coming of overseas veneers, but they will come again after the close of the war, and the association should be reorganized to meet that competition.

It should organize, likewise, to meet competition with substitutes nearer home, for in that direction lies the principal battle that must be fought to win and hold business.

THE COMMITTEE'S REPORT

The committee previously appointed to study a plan for reorganization was called upon for its report, and C. B. Allen, of the Anderson-Tully Company, Memphis, Tenn., made the report, in which he described how the



F. A. MARSHALL, RHINELANDER, WIS., NEWLY-ELECTED PRESIDENT,



E. V. KNIGHT, NEW ALBANY, IND., MEM-BER REORGANIZATION COMMITTEE.



B. W. LORD, DANVILLE, KY., MEMBER RE-ORGANIZATION COMMITTEE.

Walnut Buyers Know the Meaning of PENROD



Those who have had experience in buying American Walnut stock know what an advantage it is to deal with Penrod. This means, first, complete stocks, wide variety, exceptional character of material; second, long experience, expert knowledge, ability to insure satisfaction.

We Have What You Want PLAIN AND FANCY STOCK

Veneers and Lumber

The illustration shows some of our Burl Walnut Veneer Stock, matched up to form a panel of exceptional attractiveness. If you want your products to have character and distinctiveness, and to be worth expending all the care and labor which must go on them, regardless of the quality of the foundation material, you will make no mistake in using Penrod Walnut.

Penrod Walnut & Veneer Co.

"Walnut Specialists for Thirty Years"

Walnut Lumber Walnut Veneers KANSAS CITY, MO.

committee had gone about its work and what it had found in the way of need for reorganization along new lines which would give more attention to the selling end of the business than had been given in the past. The business now being transacted by the association amounts annually to \$5,000,000, and the plan of reorganization, as presented by the committee, included three principal items:

- 1. A paid secretary who shall devote all of his time to the business of the association.
- 2. Headquarters should be an information bureau for the benefit of the members.
- 3. There should be uniform grading rules for the guidance of members.

The secretary should have authority to adjust disputes between members, and between a member and a customer.

It was estimated that the association should have a working fund of \$12,000 a year to begin with, and it could be increased in the future as larger business might require.

WORKING OUT THE PLAN

It was considered necessary to formulate a plan by which the reorganization could be accomplished. There were some obstacles in the way, the chief of which was the clause in the by-laws which forbade sudden changes in the organization. The chairman appointed a committee of three to investigate that matter, and any others that seemed to need investigating. The appointments on the committee were:

C. B. Allen, Anderson-Tully Co., Memphis, Tenn.; B. W. Lord, Chicago Veneer Co., Danville, Ky.; F. A. Marshall, Wisconsin Veneer Co., Rhinelander, Wis.

The committee worked several hours in thrashing the plan into shape to present to the meeting. It was in the form of an agreement by members of the association to reorganize, and was as follows:

Chicago, Ill., Dec. 12, 1916.

We, the signers of this agreement, subscribe to the constitution and by-laws of the National Veneer and Panel Manufacturers' Association, and we hereby authorize and appoint with full power to act, the three following members:

B. W. Lord, Danville, Ky.

E. V. Knight, Indianapolis, Ind.

P. M. White, Algoma, Wis.

We also agree to pay a monthly assessment on the basis of one-fourth of one per cent, figured on the net sales, f. o. b. mill. These payments to be made monthly on the tenth of each month, beginning Jan. 10, 1917. Each month's payment to be based on the sales of the preceding month.

The minimum payment must be ten (\$10.00) dollars per month, and the maximum payment shall not exceed fifty (\$50.00) dollars per month for each member.

When accepted as members by this association, we agree that our membership will be effective for twelve (12) months.

This agreement not to be binding unless signed by not less than thirty-five (35) members.

We hereby agree to give our full power of attorney to Messrs. Lord, Knight and White, who shall serve for one year from the date this agreement goes into effect, giving them full authority and power to employ a competent secretary at an adequate salary.







Highly Specialized Workmanship Completely Developed Facilities

The two phrases above represent what is absolutely essential to successful panel manufacture. Our policy has been to educate all of our workmen as closely as possible along specific lines, and to omit no item of equipment that would help make for more nearly perfect service.

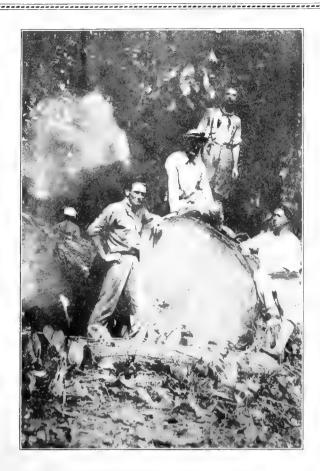
The supreme test of efficiency in veneer laying is admittedly the ability to successfully veneer bent shapes. It was on this work that the reputation and growth of our business was founded—this and a quite uncommon bent for artistic matching.

And remember, when you are ready to order we have a complete selection of veneers for your choice.

F. EGGERS VENEER SEATING COMPANY

TWO RIVERS,

WISCONSIN



Some Log? Yes—and we are bringing in this class of Logs right along. A short time ago we turned out some clear Mahogany boards 36 in. wide, and we frequently cut Mexican Mahogany Veneer 20 in. wide on the quarter.

Are you from Missouri? Come to our yard and we will "show" you.

Deal with the Producer.

HUDDLESTON-MARSH MAHOGANY COMPANY

New York Chicago

Also authority and power to open offices and headquarters and employ such office help and incur such expenses for this association as in their judgment they may see fit. The legitimate expenses of this committee to be borne by this association.

The plan was submitted to the association in the evening at the dinner served at the Auditorium hotel, and it was the topic of several postprandial speeches. At the general session next morning the plan of reorganization was again taken up to the extent that members were given an opportunity to sign the agreement, and ten signatures were affixed. Others desired time to consult with their boards of directors; but it appeared highly probable that the requisite number of signatures would be secured to put the plan in effect very soon.

REPORTS AND ADDRESSES

D. E. Kline, Louisville Veneer Mills, Louisville, Ky., reported for the special traffic committee which had charge of presenting the association's case before the Interstate Commerce Commission, under Docket 8131, in the matter of rates on and classification of lumber and lumber products. The Interstate Commerce Commission complimented the veneer manufacturers upon the clearness and conciseness with which their case was presented. The committee was a little short of funds, and the association was asked to make up a deficit of \$800, spent in preparing the case.

A paper by Francis N. Woodman on "Uniform Costs and the Reasons Why" was read by Secretary Young, in the absence of Mr. Woodman.

An address by H. F. Arnemann of Chicago on "Crating and Loading" received much favorable comment, and may be found in full on another page of this issue of Hardwood Record.

An address by Roger E. Simmons of the Northern Hemlock and Hardwood Manufacturers' Association, Oshkosh, Wis., covered the subject of "Veneer and Panels in South America." This address, slightly abbreviated, is printed elsewhere in this magazine.

O. T. Swan, secretary of the Northern Hemlock and Hardwood Association, addressed the meeting upon the topic of association team work, and the processes of getting things done.

E. W. McCullough of the National Vehicle Association, Chicago, spoke of the need of association work, where the association rather than the individual can speak, and thereby carry more weight with what it says.

B. W. Lord, councilor to the Chamber of Commerce of the United States, addressed the meeting on the great work which this National chamber is doing, and on the importance of remaining closely associated with it. The veneer association is a member.

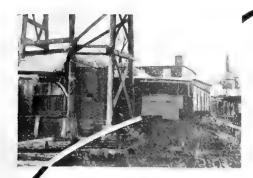
The election of officers preceded the adjournment of the meeting, and those named below were the unanimous choice:

President-F. A. Marshall, Rhinelander, Wis.

Treasurer-E. H. Defebaugh, Chicago, Ill.

Secretary-Howard S. Young, Indianapolis, Ind.

Delegate to the National Chamber of Commerce—B. W. Lord, Danville, Ky.





A Big Point to Panel Buyers

From the time the log enters our veneer house to its shipment in the freight car as high grade panels, every phase of the transformation is based on methods thoroughly proven in our own cabinet departments to be productive of the most perfect product for cabinet work.



From the log yard to the loading platform Wiscoway panels follow well defined manufacturing methods, which result from years of manufacture for our own use as well as for the general trade.

So varying are the requirements of different types of panels that the successful buyer should ask himself before each purchase "why can this firm make my particular panels as they should be made"?

One thing alone indicates the answer—if that company has already made those

panels successfully it can do so again.

Is there any surer way of learning the proper manufacture of any type of panels than to use it in your own goods and locate and remedy any defects of manufacture or material in your own shop?

In this space we will show you the WISCOWAY in all its phases and cordially ask that you watch our story

THE WISCONSIN CABINET & PANEL CO.

NEW LONDON, WISCONSIN





Veneers in South America

The Product Is Little Known There. Chances for Business Are Good. Few Good Veneer Woods Are in that Region

HE OPPORTUNITIES to sell veneers and built-up panels in South America were discussed in an address by Roger E. Simmons at the annual meeting of the National Veneer and Panel Manufacturers' Association at the Auditorium hotel, Chicago, December 12. Mr. Simmons recently spent a year in the continent south of us, investigating the markets there for American lumber and other forest products.

His talk before the veneer association went somewhat fully into the status of lumber in those countries, where hundreds of millions of feet from the United States are sold yearly, or were sold before the European war disjointed business between us and our southern neighbors by sending ocean freights so high that lumber could not be moved. There is no reason to fear that the trade will not pick up speedily when the war comes to an end; and Mr. Simmons directed his talk chiefly to discussion of the chances open to veneer at that time.

The broad statement was made that veneers and panels built of veneers are practically unknown in South America. The few exceptions are hardly worth taking notice of in a serious way. Consequently, there is no demand for veneers at this time in those countries. Mr. Simmons carried with him samples of veneers, some made up in panels, and they excited much interest in the various cities on the eastern coast where he exhibited them as he journeyed southward. Many dealers looked upon the thin sheets of wood as curiosities, but they did not dismiss them as curiosities, for they speedily saw possibilities in the veneer business. Some dealers were willing to buy the samples, provided they could secure exclusive rights to deal in the commodity in certain territory.

At Buenos Aires, the largest city and most important market in South America, the samples of veneer were left with a large company that manifested special interest in the prospects of veneer trade. There it is expected that they will continue to do missionary work.

FEW GOOD VENEER WOODS

South America has not the wide variety and great abundance of veneer woods that is commonly supposed. The tropical and sub-tropical forests contain vast numbers of trees, and some are of enormous size; but when a practical veneer man undertakes to make a list of those which hold promise of suitable material, it soon develops that the really valuable woods for this industry are few and in most places scarce. Most are hardwoods, of exceeding hardness, like rosewood. They are so heavy that their transportation is expensive. They do not usually grow in dense stands, but are so widely and

thinly scattered among trees of worthless sorts, in jungles where the ground is rough, that a logging operation is very expensive. Some of the woods present a fine appearance when properly finished, and for some purposes they are excellent; but they are difficult to work, warp badly, and it costs too much to convert them into salable commodities. Though the mill work in converting such wood is costly, the largest item of cost is in the logging operations, on account of the scattered stand of timber and the rugged topography.

The softwoods are less promising from the veneer standpoint. In the first place, South America has few softwoods that are of much value, and most of what it has is in remote regions to which access is costly or impossible. The best softwood in those countries has about the same appearance, grain, and quality as our larch. That indicates that it is not well suited for veneers.

It is evident that if the people of South America ever become extensive users of veneers or built-up panels they must obtain the raw material away from home.

THE WHITE ANT PROBLEM

Mr. Simmons stated that it would be utterly useless to try to build up a veneer business in certain parts of South America, because white ants eat up every article of wood that comes in their way. They devour wooden houses, furniture, bridges, cross ties, cordwood, and even trunks of trees in the forests. Costly pianos are quickly ruined; fine doors are riddled, and there is no saving anything of wood in districts where ants are worst. Most of these infested regions lie in the central and northern part of the continent; and until some method has been discovered to combat the ravenous insects, Mr. Simmons thought it useless for veneer men to push their business in such districts.

In certain regions, which coincide generally with the ant-infested country, the climatic conditions are unfavorable to the use of veneer panels. Something in the air—probably heat or moisture, or a combination of them—causes veneer to come loose. American street cars with their veneered ceilings, soon develop a ragged and tattered appearance when taken to those zones. Imported furniture suffers in the same way. Some of the consulates, both American and European, in those districts, have imported furniture of excellent class; yet it is not unusual for the veneer to break away and hang in tatters.

REGIONS WITH PROMISE

There is, however, a large territory in South America where veneers will stand as well and last as long as in the United States. That region comprises the southern

WALNUT

You buy shoes from a shoe store because it specializes in shoes. By the same reasoning you should buy walnut where walnut is the exclusive product; where concentration on one wood has made possible specialized study of every point of manufacture and handling. If you would understand the methods which have made our walnut accepted as standard, you are cordially invited "to see it

done" at



This Plant produced Seventeen Million Feet of American Black Walnut last year—but will go much beyond that this year.

Pickrel Walnut Co. St. Louis, Mo.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



third of the continent which includes southern Brazil, Uruguay, Argentina, Paraguay, and Chile.

It so happens that the people in those countries are more able to buy than in some of the other countries of South America; and they are better posted in the ways of modern business. There appears to be nothing in the way of developing trade with them except to induce them to buy. They are not large users of wood for anything. Substitutes have gained a strong foothold there; but what wood they use for furniture and interior finish is generally solid. They are not prejudiced against veneer, so far as they know about it. They import furniture from Europe as well as from America. That from Europe, if it contains veneer, is of Austrian oak or Circassian walnut. The mottled figure of the latter is popular in South America.

The similarity of the figure of Circassian walnut and that of figured red gum will be a powerful argument in favor of gum in the campaign to introduce that wood there. They are already somewhat acquainted with gum, but they know it as "satin walnut," for it has generally come to them under that name; and, curious to relate, most of it has come from Europe. This wood grows only in the United States, and when we export it to Europe, the cabinet makers there change its name to satin walnut and convert it into beautiful furniture and musical instruments. Mr.Simmons saw gum furniture in Buenos Aires that was made in Italy and was sold in South America as satin walnut.

Because of the esteem in which this wood is held, the chance for it in the South American veneer trade seems excellent.

To Prevent Glue Sticking to Cauls

Zinc or tin cauls are excellent things to have—that is, thin sheets of zinc to use between panels and between the veneer and the regular wooden caul or form, because the glue will not stick to the zinc and it insures a cleaner job. Another way to keep glue from sticking to wooden cauls is to keep them thoroughly waxed or shellacked. Each man may take his choice, but one thing that should be kept in mind all the time is that cauls must be clean so that glue will not stick to them. Generally very thin metal is used for the zinc cauls. The wooden cauls can be of whatever thickness seems to best suit their sizes. Some heavy cauls are made by gluing sticks together like built-up saw tables. Some are simply plain boards, but probably the great majority of wooden cauls are made up of three-ply or five-ply veneer and vary in thickness from one-half inch to an inch. Those built up of veneer have the greatest strength for the same weight. A fiveply veneer job makes an excellent caul, and if finished and kept well waxed it can be used without a metal caul to protect it.

Make Haste Slowly in Heating Your Glue

Have patience and take time about your work. If you are disposed to rush the heating of glue, and can't break yourself in any other way, put a caution notice over the glue heater, saying: "Don't cook the glue; simply warm it." There is a schedule of temperature one can work and be safe, but the average man using a small quantity of glue has neither the time nor the inclination to take temperatures. However, the glue user, like the blacksmith, if he is careful, can sense the matter of temperature and soon understand when he is rushing the glue heating process or when he is getting the glue too hot. One of what is called the secrets of blacksmithing is in this very matter of patience—heating iron slowly, so that the outside will not burn before the inside gets thoroughly heated. Those blacksmiths who let their irons heat very slowly seldom make failures or burn iron. The same logic is fully as good in the glue room. It takes patience and slow heating to insure the best prepared glue. If you want to do some hustling and work off energy, put the time in cleaning the presses or doing some other work instead of trying to hustle the glue heating.

When glue shows a tendency to crawl and not stick to the face of the work, try brushing over the surface a little with a brush dipped in hot water. It may be that the surface has been glossed or case-hardened a little in drying, and a little hot moisture will break the gloss and open the pores of the wood so that it will take to the glue better.

(Continued from Page 23)

through the necessary steps to become full fledged. They were: Joseph A. Gorman, sales manager Vilas County Lumber Company; Clarence Boyle, Jr., secretary Clarence Boyle (Inc.); John J. Anderson; Harry F. Brand, Jr., North Branch Flooring Company, and George Pither, commercial agent, Missouri Pacific Railroad.

The duties of toastmaster were carried out by Donolas Walloch and the proceedings were enlivened by a number of addresses and responses. L. J. Pomeroy succeeds Minor E. Botts as vicegerent snark of the local district.

Evansville Club Elect New Officers

At the regular monthly meeting of the Evansville Lumbermen's Club held on Tuesday night, December 12, George O. Worland, secretary and treasurer of the Evansville Veneer Company, was elected president; Charles A. Wolflin of the Wolflin Luhring Lumber Company, vicepresident, and Mertice E. Taylor of Maley & Wertz, was re-elected secretary. Mr. Worland is known as the "Daddy of the Evansville Lumbermen's Club," as he was largely instrumental in its organization a number of years ago. He was the first secretary of the club and held this position for about three years. He has named a special committee to arrange a banquet and ball for the members, the families of the members and their friends for some time in January. Secretary Taylor is now serving his second year as secretary and he has made a most efficient official

Lumbermen's Club Files Brief

Opposition to uniform rules for reconsignment and diversion of lumber cars and to any proposal to do away with transit privileges, was expressed in a brief recently filed with the Interstate Commerce Commission by the Cincinnati Lumbermen's Club and the Lumber Exchange of Cincinnati, the two associations acting in unison in the matter.

These organizations deny that the commission has authority to stop the practice of using cars for sales in transit. Its objection to uniform rules for reconsignment is based upon the statement "that the commission can not prescribe a uniform charge for diversion and reconsignment applicable at all points without a full and complete investigation as to the cost of performing the service at each point."

The advantage of allowing small lumber producers to continue to sell lumber in transit is argued in detail.

Big Anniversary Dinner at New York

The big dinner in celebration of the thirtieth anniversary of the New York Lumber Trade Association came off as scheduled Monday evening, December 11. About 250 lumbermen, representing the trade of the Metropolitan district, gathered together for a night of fun and frolic. For an hour before dinner the guests met in the Astor Gallery and renewed acquaintances and talked of old times-some were present who remembered the first days of the organization's life.

When the guests were seated for dinner Mr. Perrine, president of the association, briefly spoke of the value of trade organization and pointed to the accomplishments of the local body. He paid his respects to the men who had done so much to make the organization an influence for good in the trade-men who have since gone over to the great beyond.

The dinner was up to the high standard always maintained at the famous hotel. At its conclusion a fine vaudeville entertainment was staged by C. E. Kennedy, the popular wholesaler. The big feature of the evening, however, was the presentation to Mr. Perrine of a beautiful diamond set in a ring of platinum. Mr. Perrine was greatly surprised when Richard S. White after a few sentences expressing the members' appreciation of Mr. Perrine's long and faithful service to the trade handed him the ring, the gift of his colleagues. He was further taken back when told that a handsome rug had been sent to the Perrine home in Brooklyn. Mr. Perrine acknowledged the gift briefly and the evening was given over to the vaudeville.

At the president's table were representatives from all the eastern organizations and the National Wholesale Lumber Dealers' Association. O. B. Dowd, the only living charter member of the association, was also present. Each guest was presented with a souvenir of the occasion in the form of a card tray on which appeared in bas relief the head of the late Jesse D. Crary, founder and secretary of the organization.

Arkansas Commission Adopts New Demurrage Rates

With the aim of relieving the car shortage situation in Arkansas, the Arkansas Railroad Commission, at its regular monthly rate meeting on December 7, approved the application of the railways operating in this state for an amendment to the present demurrage rules, providing for increases after the first three days. Forty-eight hours will be allowed as free time for loading and unloading at shipping points and points of destination, and the demurrage for the first twenty-four hours after the free time will be \$1. For the second day, after the free time has expired, the demurrage rate will be \$2 per car, and for the third day \$3 per car. For each subsequent day the rate will be \$5 per car. This order became effective on December 18, 1916, and will continue in effect until February 28, 1917. It is in line with the recent action taken by the Interstate Commerce Commission, and other state commissions. Its object is to prevent unnecessary delays in loading and unloading cars, which has contributed greatly toward the shortage of cars, according to the contention of the carriers. The situation has been very acute in Arkansas during

me past so cal nertly and in many instances is working a lare hip on the lumber mathacturers. Some mills have been forced to curtail their production to the extent of closing their plants for at least a part of the time. Others have been working on short schedules. The employes are feeling the effects of the car shortage since it is in many instances preventing them from putting in full time.

The Hardwood Manufacturers Hold Governor's Meeting

The board of governors of the Hardwood Manufacturers' Association of the United States held its regular quarterly meeting at Cincinnati, December 15. The governors in attendance were President B. B. Burns, R. H. Vansant, Leaguis et al. J. W. Mayhew, W. E. Delletev R. M. Carrier, R. L. Hutchinson, M. W. Stark, E. O. Robinson, F. R. Gadd, E. A. Lang, J. H. Himmelberger, E. M. Vestal, Secretary W. H. Weller,

Much of the business considered was of a routine character. Special attention was given to the program for the annual meeting which will be held January 30 and 31. Several speakers of national reputation will be on the program.

Chairman DeLaney of the executive grading committee reported that he had prepared a rule for a select grade of oak which would be presented for adoption at the January meeting.

Big Preparations for Oak Meeting

The first regular meeting of the American Oak Manufacturers' Association, which will be held at Memphis on January 19, already promises to do a great deal toward the accomplishment of the desires of the organizers. The association has issued its first bulletin over the signature of the temporary secretary, R. L. Jurden, which really constitutes an invitation to all oak manufacturers to attend the meeting at the Chisca Hotel. The letter coming with the announcement states that the bulletin is sent to all of the names on the list now in the possession of the association, and states that the list is the most complete attainable since the organization was formed, and that any firms whose names do not show should communicate with the association officers at Memphis.

The bulletin gives reasons for the promotion of oak. It instanced the successful organizations in behalf of competitive woods, laying special emphasis on the public demand thus created, which has not been to the interest of oak. It cites the benefits which have resulted from compiling statistics for other woods and emphasizes the need of all oak manufacturers sharing the task of effecting a truly successful organization.

Vote to Amend Cypress Rules

At a meeting of fifty members of the National Hardwood Lumber Association, held at Mcmphis, Tenn., December 15, the question of cypress inspection rules was thoroughly discussed. The conference passed a resolution recommending that the inspection rules committee prepare an independent set of rules for cypress to be adopted and copyrighted by the National association and applied by the association inspectors in place of the rules of the Southern Cypress Manufacturers' Association, which are now being used.

There will be a meeting of the board of managers of the National association at headquarters on January 12.

The latest bulletin announces that the volume of original inspection made by the department in November amounted to 18,123,862 feet, which surpasses all figures back to October, 1912.

Ralph May Becomes President Memphis Club

Ralph May of May Brothers will serve as president of the Lumbermen's Club of Memphis during the coming year. This was decided at the annual election held Saturday evening, December 16, when he defeated his opponent, Joe Thompson of the Dudley Lumber Company for this signal honor. Other officers and directors elected at the same time follow:

FIRST VICE-PRESIDENT, Robert C. Stimson of the Stimson Veneer &

Lumber Company.

SECOND VICE-PRESIDENT, Geo. F. Riel of the George F. Riel Lumber

SECOND VICE-IRESIDENT, Coo. 1. Company.

Company.

SECRETARY-TREASURER, re-elected, D. F. Heuer of A. N. Thompson & Co. Directors—H. J. M. Jorgensen, Jorgensen-Bennett Manufacturing Company; George McSweyn, Memphis Band Mill Company, and U. S. Lambert, Nickey & Sons Company.

Although elected to the highest office in the gift of the Lumbermen's Club, Mr. May was unable to be present, owing to the death by accidental poisoning the evening before of his nephew, Glenn May, who represented May Brothers as eastern selling agent, with headquarters at Boston. Jno. M. Pritchard, his campaign manager, however, assured the members that Mr. May fully appreciated the honor conferred on him and that the latter would give ample proof of this as soon as circumstances permitted.

Joe Thompson, who is something of a humorist, as well as a good loser, showed to excellent advantage even in defeat. He said that there was no sting left and added to his own popularity when he declared that he was beaten by one of the strongest men in the lumber industry of the entire country. He paid his respects to the "Indiana Society" which, he said, "had him running, going and coming" and congratulated himself that, after such a strenuous race he had his "B. V. D.'s" left as partial protection against the unusual brand of weather dealt out by the authorities. He announced early in his campaign that "dignity" would be the principal plank in his platform but, after he saw to what it had led him, he declared that he would never run on it again. "To h-l, with that dignity stuff" was his concluding shot.

R. C. Stimson pledged his best efforts in behalf of the club while C. G. Kadel did the honors for his former partner, Geo. F. Riel, who was absent. The newly elected directors all expressed high appreciation of the honor done them while at the same time they declared they hoped to be able to satisfactorily shoulder the responsibilities which they must assume.

The defeated candidates for the first and second vice-presidencies and for directorships had nothing but good will for their successful opponents and gave the club to understand that they were ready to do anything they could.

C. B. Allen paid the club a glowing tribute when he pronounced it the "best and most enthusiastic" in the United States. He said he had just returned from attending a meeting of lumbermen in Chicago where it required hard work for three days to secure the consent of someone to assume the duties of president and he declared that he could not help contrasting this indifference with the keen spirit of rivalry among members of the Lumbermen's Club for the offices and honors it had to give.

J. F. McSweyn claimed full credit for "the making" of his son, George McSweyn, and was quoted as having told a friend who admired George's ability as a sawyer: "I might make another like him if given plenty of of time. I made him." George's friends believe he will make just as good a director as he is sawyer and that will be "going some."

President Nickey expressed the sentiments of the entire membership when he feelingly referred to Douglas F. Heuer as "one whom we all love"

The newly elected officers will be installed at the first meeting in January. At that time the retiring officers will submit their reports, together with such recommendations as they may deem advisable.

There was quite a subdued feeling among all who participated in this meeting because of the announcement by President Nickey of the sudden death during Saturday forenoon of D. D. Nellis, manager of the Memphis offices of the Jno. M. Woods Lumber Company, and one of the most popular members of the club, and the tragic death of Glenn May, son of Frank May of May Brothers, which occurred the evening before. Suitable resolutions were adopted testifying to the high esteem in which both of these gentlemen were held and conveying sympathy and condolence to the families of the deceased. These were ordered spread upon the minutes and the secretary was instructed to see that copies reached the stricken families.

The club presented a purse of \$200 to Miss Florence Corrington, assistant secretary, as a token of appreciation by the members of the splendid services rendered by her.

J. T. Kendall, Oak Secretary

J. T. Kendall, assistant secretary of the Gum Lumber Manufacturers' Association, has been selected by the executive committee of the American Oak Manufacturers' Association as secretary to fill the position made vacant by the decision of Benjamin Akin, recently elected, not to come to Memphis, a decision influenced by the unwillingness of Mrs. Aiken to live South.

Mr. Kendall is only thirty-two years of age but has crowded wonderful activities into his brief career. He began the advertising business on the staff of the old Memphis Morning News in 1902 and continued in that line with that paper and with its successor, the Memphis Evening Scimitar, until 1904. He then accepted the position of bookkeeper with the Memphis Column Company and, during his three years' connection with that firm, advanced to the position of assistant manager. When the

Memphis Column Company removed to Texas in 1909, Mr. Kendall became identified with the York Lumber & Manufacturing Company, working himself up from bookkeeper to assistant manager. He remained with that firm until 1913 when the Gum Lumber Manufacturers' Association was formed and he was elected as assistant secretary, a position he has since filled with entire satisfaction to Secretary Pritchard and to other officials of that organization.

The years spent in the lumber business gave Mr. Kendall a wide and varied experience. He went through every phase of the work from bringing out the logs in the woods to the selling of the lumber itself with the exception of inspection and he is therefore regarded as a practical lumberman. His experience in publicity work has been equally wide and equally varied, first as advertising agent for the two Memphis papers already mentioned and latterly as assistant secretary of the Gum Lumber Manufacturers' Association. He has helped Secretary Pritchard with the preparation of the "Bulletin" issued monthly from the offices of the association, with the compilation of the sales reports gotten out periodically and with the preparation of the vast amount of literature bearing on the gum lumber industry circulated from the offices of this organization during the past three years. The American Oak Manufacturers' Association proposes to do for oak largely what the Gum Lumber Manufacturers' Association has done for gum and members of the executive committee of the former believe Mr. Kendall exceedingly well qualified for the duties that will devolve on him.

With the Trade

Ballou-Nelson

Zeno H. Nelson, salesmanager of Jackson & Tindle, with headquarters at Grand Rapids, Mich., will be married on December 28, to Miss Grace Ballou, daughter of W. D. Ballou, for many years in the basket business at Belding, Mich., and now located at Becket, Mass. Mr. Nelson was born at Cedar Springs, Mich., where he started to work for Tindle & Jackson as it was then, and for thirteen years has been connected with its various operations. He was first a bookkeeper, then superintendent and now has been on the road for some years. He is also vice-president of the Superior Veneer and Cooperage Co., Munising, Mich., and New Ontario Colonization Co., Jacksonburg, Ontario, Canada, and he is one of the aggressive young men in the trade. He has the best wishes of all.

The wedding will take place at Becket, Mass., after which the couple will spend their honeymoon at New York and Washington, and will be at home, Stratford Arms Hotel, Grand Rapids, Mich., after February 1, 1917.

Favorable Outcome Promised for Big Hardwood Failure

It is stated that the prospects for a satisfactory outcome of the difficulties into which the H. H. Hitt Lumber Company, Decatur, Ala., found itself, as previously reported, is likely. The Hitt company capitalized at \$250,000, did an annual business of more than \$1,000,000.

Call loans (it is stated that the Hitt company owed three banking houses in Newark, N. J., over \$600,000), are said to be directly responsible for the firm's trouble, as it is understood that it operated with considerable borrowed capital.

According to the local attorney representing the eastern creditors, the suspension of the mill is only temporary. W. W. Moss of Norfolk, Va., was appointed receiver.



J. T. KENDALL, MEMPHIS, SECRETARY OAK MANUFACTURERS' ASSOCIATION



Z. N. NELSON, GRAND RAPIDS, MICH., WHO WILL BE MARRIED ON DECEMBER 28



RALPH MAY, NEW PRESIDENT, LUMBERMEN'S CLUB OF MEMPHIS

W. E. Hyde Will Open Office at Memphis

The Hyde Lumber Company announces that W. E. Hyde, vice-president, will open an office in the Bank of Commerce building, Memphis, about January 1. The object is to enable him to give more direct and personal attention to the rapidly growing interests of both The Hyde Lumber Company, South Bend, Ind., and the Desha Lumber Company, whose mills are at Lake Providence, La.

Mr. Hyde has been an active worker in southern association and club work for some time. He is actively interested in the new Southern Alluvial Land Association.

Lenox Sawmill Company Making Good Progress

Vice-president W. D. Johnston of the Lenox Sawmill Company of Lenox, Ky., recently returned to Pittsburgh, Pa., after a week's visit at the mill. Mr. Johnston examined the new construction work and reports that the new railroad has just been completed from Redwine, Ky., to the sawmill at Lenox, a distance of about six miles. The town of Lenox is all built; has about thirty houses, a hotel, commissary and office buildings. sawmill frame is completed and machinery is now being installed. This consists of a heavy Clark band mill, a horizontal resaw, a Clark edger, etc. The entire plant will be driven by electric power.

Logging operations are now going on at full speed with the object of having plenty of material on hand for the mill to start on about February 1. It is expected there will be 3,000,000 to 4,000,000 feet of logs in the pond and on the ramps at that date.

The company now owns about 100,000,000 feet of timber and will probably secure a similar amount in the future, giving the operation a total of about 200,000,000 feet, principally white and red oak and poplar.

As previously noted in Hardwood Record, the Lenox Sawmill Company is owned by W. S. Whiting of Elizabethtown, Tenn., and W. D. Johnston of Pittsburgh.

Anderson-Tully Company Will Soon Have New Vicksburg Mill Running

Within about thirty days the mill of the Anderson-Tully Company being built at Vicksburg will be sawing lumber. The machinery is for the most part in place and all that remains is to connect it all up, clean out the debris and "get her going." The mill is a finely arranged structure, right on one of the bays of the river, and takes its logs on a long haul-up right out of the water. The passage through the mill is exceptionally well laid out to provide for economic handling. The equipment will consist of a nine-foot band mill, a horizontal and a vertical resaw and other necessary equipment. Provision is being made to pile about 4,000,000 feet of lumber on a tract immediately adjacent to the mill, and the remainder of the stock will be taken on down the tracks beyond the plant of Houston Brothers onto the main yards.

Receiver Refused for William Whitmer & Sons, Inc.

In the suit of Robert F. Whitmer vs. William Whitmer & Sons, Inc., being an application for a receiver on the ground of insolvency, the chancellor of the state of Delaware made an order on December 16 discharging the rule to show cause why a receiver pendente lite should not be appointed. The rule was heard by the chancellor on affidavits filed on behalf of both parties. Seven persons filed affidavits supporting the contention of insolvency; one of the seven was the complainant himself and the other six were persons who had formerly been connected with the company. On the other hand fifty-eight affidavits were filed on behalf of the defendant company showing an excess of assets over liabilities amounting to upwards of \$4,000,000. Most of these affidavits were by persons wholly without interest in the litigation and who were thoroughly familiar with the facts about which they testified.

The chancellor in his opinion, among other things, said:

The chancellor in his opinion, among other things, said:

Upon the return of the rule heretofore granted why a receiver should not be appointed, the defendant, by its officers, denies under oath all the allegations of the bill of complaint upon which the charge of insolvency rests. These affidavits specifically set forth the assets and liabilities of the company, showing an excess of the former; aver that all claims against the company are being promptly paid as presented; and allege that there are no suits, attachments or judgments of any kind against the company by which its property is jeopardized, or can be wasted or diminished. They also tend to show and assert that the company is carrying on its business with profit and advantage to its stockholders. The affiants allege that such parts of the business as have demonstrated themselves to be unprofitable, have on that account, been discontinued in the interest of economical management.

Lamb-Fish Lumber Company Expanding

The Lamb-Fish Lumber Company, Charleston, Miss., is already the big part of that town. Within the immense white fenced tract it seems that there would hardly be room enough to house further industry, but in the near future two new operations will have become parts of the Lamb-Fish layout, if not strictly in the organization itself.

Some years ago the company put in a large, well-equipped bending plant for the manufacture of various bent materials from hickory. On cutting out the suitable raw material, the plant became useless and has stood idle for some time. A short while ago negotiations were completed with the Queen City Box Company of Cincinnati, O., and that concern is now actively engaged in re-equipping the plant with the best possible facilities for the manufacture of rotary veneers and boxes from those veneers.

The floors have been pretty well equipped and the work of laying out the

v will in progress. It is expected to the all t completed within the next two or three months.

The other unit is to be a modernly equipped hospital for the use of Lamb-Fish employes. The building will be very attractive, a one story affair on a duplex floor plan, that is, one side will be for the white help and an identical section in the other wing will be for the negro element. The building will have a large reception hall, the various necessary smaller storage rooms of different characters, two wards and two private rooms, the wards having large glass sun parlors, opening onto what will be a other necessary features of that character.

Robert S. Corson Joins George B. Osgood

George B. Osgood, principal in the George B. Osgood Lumber Company. Peoples Gas building, Chicago, announces that he has been joined in business by Robert S. Corson, who for the past fourteen years had been with Upham & Agler, Chicago, in a selling capacity. Mr. Corson is generally considered to be one of the best hardwood salesmen in Chicago and the northern territory. He is a hard worker and is after business every minute.

Mr. Corson is well-known everywhere where hardwood lumber is bought, With the high standing of Mr. Osgood in this territory and the company's excellent mill connections, the combination should be a winning one. Mr. Osgood and Mr. Corson seem to be starting the year right, and certainly have the best wishes of HARDWOOD RECORD for the utmost success "right off the reel."

Will Add to Plant

The Leopold Desk Company, Burlington, Iowa, advises that it is in the market for a dry kiln equipment, the most modern equipment availahle

Pertinent Information

A Letter From Doctor Schenck

J. S. Illick, professor of forestry, Pennsylvania State Forestry Academy. Mont Alto, Pa., has forwarded to the editor of Hardwood Record a letter by Dr. C. A. Schenck written on October 23, which reached Mr. Illick on December 8. We are sure that everyone will be interested in reading what the good doctor has to say.

Darmstadt, Heidelbergerstr. 16, Oct. 23, 1916.

J. Illick, Esq., Mont Alto, Franklin Co., Penna.

Darmstadt, Heidelbergerstr. 16, Oct. 23, 1916.

J. Illick, Esq.,
Mont Alto, Franklin Co., Penna.

Pear Old Illick:

Quite recently and after two years of waiting, I received a few American lumber papers. The American Lumberman, the Southern Lumbernanthe North Western Lumberman, also American Forestry and—Forest Leaves!—the latter containing an essay of your own good self. You can imagine that I did not lose any time in getting after it. To me, personally—since I have been an adjutant of a battalion in Poland, and with the civil administration in Brussels, your remarks are of peculiar intrest. How I wished to have been able to give you some hints and facts, concerning your topic "The Forests of the War Zones!" It is too late, now. Thus, my notes are coming post febstum.

1. Poland:—I have seen but that part of Poland, during a stay or rather a meandering of five months, which lies south of Lodz—where I got wounded, quite unnecessarily. The woods and forests belong to the landed aristocracy, and to the crown, in this case the Carr. The poor deal of Rumer fan ever a wing shant American in it, that the poor and wood is going to waste, lying at their doors. Those four devilewere never allowed to gather the decaying stiff. I tell you, if the land policy from a national viewpoint, has been wrong in the good U. S. A.,—it has been infernally and cursedly wrong in Poland. Now-a-days all these forests are placed in charge of German foresters, taken from their jobs at home. Some of these you happen to know, e.g. Herr Krutina of Heidelberg. No timber or wood is being cut, without being previously marked. Fire patrols are maintained during the hot season. Industries (sawmills, paper mills, tannic acid factories and naval stores) are being developed. Never have the woods been better handled than they are now.

2. Belgium:—In Belgium, there are practically, no forests, excepting that gorgeous stretch near Brussels. Those in the Ardennes are "woodlands," or—in a few cases—parks of the wealthy, e.g. that of Sir Wm. Schilich! The

let me say, that the woods of the fighting countries are suffering less from the war than the men, the animals (including game), the fields (lacking phosphates and stable manure), the buildings and the human hearts.

I have offered my good help, for the winter, to one of the universities as lecturer on forestry, the regular ones being absent—in Poland and Livland, where they are acting as forestry officials. The summer, since my return from Belgium, I have been spending in Lindenfels, hunting and resting—and enjoying myself more than a decent fellow ought to do in time of war. But—well, there were so many deer to be killed, and hare and pheasants and quail—and, also, I got a big stag, (not in Lindenfels, but on a friend's holdings in the Spessart woods). Do not imagine that the game was killed by order of the boss! No, sir! Not yet. But, having rented the hunting rights on some 5,000 acres of land round Lindenfels, and having been absent for two years while I was in Poland and in Belgium, game had increased wonderfully here. And I am having the sport of my life, that very sport of which I got so little in America during those eighteen years of my stay in the land of the free.

You can imagine that my dreams and my thoughts and my heart continue to take little spins, over to you, almost every day. Sometimes thoughts are sad and "set the word against the word," and often they are cheerful, and loving, and thankful, too.

When the war is all over—in a year or two -come over to me, and I shall travel with you ever those "forests of the war zones" which you have tried to describe in "Forest Leaves."

Give my compliments to Dr. Rothrock, to Mr. Conklin, and to my old friend, Wm. S. Harvey, when you see them.

Mrs. Schenck is well, thank heaven! Hans and his brother, both licutenants now, are still alive, though wounded, and now again in the turmoil and seem to enjoy it! Hans! Imagine! You remember him, no doubt.

C. A. Schenck.

Comparative Statement of Building Operations for November

A year ago, the abnormal construction activity that had begun during the early summer of 1915 reached its apex. The statement for November, 1915, showed an increase in volume over that of November, 1914. of 75 per cent. It is therefore with the floodtide of that remarkable business that present building comparisons are made. The figures reveal that the pace of a year ago is maintained.

The official reports of building permits, issued in 109 of the principal

cities of the United States for November, as received by the American Contractor, Chicago, total \$69,268,617, as compared with \$68,465,791 for November, 1915, an increase of one per cent. The statement must therefore be regarded as favorable, or as more than merely favorable, for besides the great activity a year ago there are other considerations that would ordinarily put a check upon new construction. Of these the obnormal scarcity of some material and its high price, are perhaps the most notable. It might almost be said that the structures that are now going up are those that are indispensable, or those which the owners believe will yield an adequate profit upon the enhanced cost of construction.

New York City shows a recognizable decrease and Chicago limps a little in the comparison. The reason usually assigned for the decrease in New York City is that under the new zoning law construction is naturally the more conservative. It is there a period of adjustment to radically new conditions. The activities in Chicago a year ago were very pronounced. And as the cities go numerically, there is the usual diversity of showings, 63 gaining in the comparison, 45 making losing exhibits, and one "breaking even."

Important Decision on Contract Case

The supreme court of Tennessee has handed down a decision in the case of New River Lumber Company vs. Tennessee Railroad Company, and others. This was a suit to compel the railroad to perform a contract to extend its line thirty-two miles to vast timber lands of complainant on Paint Rock Creek, in Scott county, Tennessee. Complainant claimed that it had expended \$2,000,000 for sawmills and equipment on the faith of the contract. The lower court appointed a receiver for the railroad, with instructions to comply with the contract, the cost to be a first lien on the railroad, which decree was confirmed by the supreme court. This was a case of widespread interest, and involves important questions as to the powers of a court of equity to enforce performance of a contract.



THE ABOVE PHOTOGRAPHS TAKEN AT THE NORTHERN LUMBERMEN'S SALESMANSHIP CONFERENCE, MERRILL, WIS., DE-CEMBER 8, 9 AND 10, WERE RECEIVED TOO LATE TO BE USED WITH THE STORY IN THE LAST ISSUE OF HARDWOOD RECORD.

1 and 6-A few of the Lumber Jacks at the camp of the Union Land Co. 2 C. J. Kinzel "hogging" the picture. 3—Entraining for the trip to the camps of the Union Land Co. 4. August Stang of the A. H. Stang Co. and O. R. Lutz (at right) of the Medford Lumber Co. 5—Geo. Robson, chairman of Sales Managers' Committee, and E. M. Barrett (at left). Secretary of World's Salesmanship Congress. 7—D. E. Breinig, President of the Bridgeport Wood Finishing Company. 8—Detraining at Newwood Camp of the Union Land Co., 17 miles north of Merrill.

Baltimore Exports Fall Off in November

In one respect the statement of exports of lumber and logs from Balti more during November is an improvement over the previous month and the corresponding period, but in all others it constitutes a distinct recession. The shipments of spruce ran far ahead of 1,000,000 feet, but in nearly all other items a very sharp recession is noted, which became most pronounced in oak boards, a kind of lumber not represented at all in the exhibit. There were no logs forwarded, while the item of "other sawn timber" appears, to be sure, against nothing in that column for November, 1915, but on the whole, when the fact is considered that the declared value of all the exports did not amount to more than \$99,787, while the value of the spruce alone was \$71,470, the showing will appear very one-sided and altogether out of keeping with approximately healthy conditions. Gum and short leaf pine were also missing in the report, while of oak a year ago not less than 1,078,000 feet was shipped. The exporters here may well feel discouraged, and their confidence will not be enhanced by the statement of the British Premier, made in the House of Commons recently, to the effect that the war will go on. The statement for November, as compared with the same month last year, is as follows:

	1	916	1915	
	Quantity		Quantity	
	Feet	Value	Feet	Value
Logs, Walnut		,	11,000	8 600
Logs, Hickory			70,000	2.290
Other Sawn Timber	69,000	8 2,277		
Boards, Gum			216,000	6.910
Boards, Oak			1,078,000	37.680
Boards, Short Leaf Pine			170,000	5.970
Other Yellow Pine	16,000	475		
Boards, Poplar	83,000	2.303	144,000	5,499
Boards, Spruce		71.470	237,000	7.687
Boards, All Others	20,000	2,639	502,000	22,911
Shooks, All Others		2,000	2,583	2.841
Staves		5,700	220.830	12.326
All Other Lumber		4.115		980
Doors, Sash and Blinds		95		
Furniture		250		2,290
All Other Manufactures of Wood.		10,463		11,675
Total		899,787		\$117,367

Reversal of Important Decision

The United States supreme court on December 18 reversed the Kentucky court of appeals and the Jefferson county circuit court in the case of the Ohio Valley Tie Company of Louisville, seeking to recover \$100,000 damages against the L. & N. The Jefferson county court awarded the tie company general damages amounting to \$56,971 and the case was taken on appeal to the higher courts.

Prior to 1910 the tie company in an effort to get lower freight rates on interstate shipments, would ship its ties to Louisville under the Intrastate rate, and reconsign to points out of the state. The carrier alleged that the company must unload and reload its cars at Louisville if it wished to handle them on the intrastate basis, and protest was filed before the Interstate Commerce Commission, in which the tie company was awarded reparation on overcharges.

Suit was filed in 1910 for general damages and has been fought through the courts, with the final decision against the tie concern. The supreme court, however, authorized the company to file a new suit, setting forth specific damages, if any, over and beyond the reparation paid under the decision of the commission.

The tie company held that due to the railroads refusal to deliver it cars for reconsignment at Louisville, its interstate business was damaged.

Conditions Around Memphis

The movement of logs has been restricted somewhat during the past few days on account of the unfavorable weather. The greater portion of the valley territory has been covered with snow for more than a week and work in the woods has been seriously interrupted. There is a rather more liberal supply of cars available for the handling of log shipments and logs are being moved with a fair degree of rapidity. It is not anticipated that the present severe weather will very seriously interfere with the supply of logs unless it continues for an unusual time. This view is based on the fact that a great deal of timber has been already cut and has been delayed in being brought out on account of the shortage of cars which prevalled for so long.

The situation is regarded as somewhat more favorable from the standpoint of the number of cars available for the handling of shipments of lumber and lumber products. There is less complaint than for sometime in regard to the shortage of cars and it is anticipated by members of the trade here that there will be a slow but gradual improvement in the situation in this particular respect. It is pointed out, however, that the troubles of the lumbermen are by no means at an end so far as transpor-Just now, with the supply of cars tation facilities are concerned. increasing, they are confronted with embargoes which have been imposed by northern and eastern lines. These restrictions make it very difficult indeed to ship lumber to points in the north and east. It has been suggested during the past few days that the embargoes on cotton and other commodities to northern and eastern points will be removed shortly and lumbermen anticipate such a development. In the meantime they are unable to accomplish much in the way of making deliveries at a time when demand is excellent and the outlook otherwise is quite satisfactory.

The volume of business in hardwood lumber is about as large as the present transportation facilities will allow. Demand itself is considerably above the average for this time of the year, particularly as there is less

slowing down than is usually incident to the close approach of the noliday season. Demand is particularly heavy for gum in all grades and a good business is being done, a fact which will be fully appreciated when it is pointed out that sales of gum during November were the largest in the lustory of the Gum Lumber Manufacturers' Association and that they showed a very landsome increase over October. Some large orders have been booked thus far this month and deliveries are being made as fast as transportation (acilities will admit. Prices, under the stimulus of this large buying, are quite firmly maintained and those who have dry stock to ship occupy a very advantageous position. There is a fairly large business in oak, both plain and quartered, and prices are about the same as recently. The American Oak Manufacturers' Association will begin an aggressive campaign of publicity in connection with oak on January 1 when J. T. Kendall, the newly elected secretary, assumes his duties. Hickory, ash and elm all are in good request and prices are firmly held. Offerings are not large in any of the three. Cypress is reported moving in seasonable volume. Export business is restricted, just as has been the case for the past few months.

Hardwood News Notes

=≺ MISCELLANEOUS >----

The Okin Woodworking Company has been incorporated at New York City.

The Lansing Wagon Works of Lansing, Mich., recently suffered a \$50,000 loss by fire.

The Union Box & Lumber Company, Atlanta, Ga., has become an involuntary bankrupt.

At Ashdown, Ark., the New Diamond Lumber Company has been incorporated with \$6,000 capital.

porated with \$6,000 capital.

The Blanchard Woodworking Company has been incorporated with \$10,000 capital at Foxcroft, Me.

The Fold Easy House Manufacturing Company of Elmira, N. Y., has instituted bankrunter proceedings

instituted bankruptcy proceedings.

The Parsons Manufacturing Company of Boston, Mass., has filed an

involuntary petition in bankruptcy.

The McKenzie Mill & Lumber Company with \$100,000 capital has been incorporated at San Francisco. Cal.

At Long Island, N. Y., the Hunterspoint Lumber & Supply Company has increased its capital stock to \$50,000.

O. H. Sample (estate) has been succeeded by the O. H. Sample Lumber Company, St. Louis. Capital stock is \$30,000.

The Come-Pact Furniture Company of Ann Arbor, Mich., has been succeeded by the Ann Arbor Furniture Company.

The Nicholson Lumber & Manufacturing Company has been incorporated at Richardson, Miss., and is erecting a mill.

With \$100,000 capital the Roberts-Liggett Company has been incorporated at Metropolis, III., to manufacture lumber.

The Chattanooga Manufacturing Company has been organized at Chattanooga, Tenn., with \$50,000 capital to manufacture lumber, boxes, etc.

The Wasmuth-Endicott Company, manufacturers of cabinets at Andrews, Ind., has increased its common stock from \$40,000 to \$60,000.

The Akron Veneer Company has been incorporated at Akron, Ala., while the A. H. Abel Wagon Company has been organized at Birmingham.

John McConnell, E. L. Hang, F. B. Mulford and R. E. Heckman have incorporated the Canton Furniture Manufacturing Company at Canton, O. The capital stock is \$100,000.

The Andrews Manufacturing Company has been incorporated at Asheville, N. C., with \$100,000 to manufacture lumber, as has the Jonesboro Sash & Door Company at Jonesboro.

At Shelbyville, Ind., the Meloy-Hirt Manufacturing Company has been incorporated with \$10,000 capital by J. F. Meloy, A. H. Hirt and C. K. Meloy to manufacture woodwork.

The Hamilton Manufacturing Company of Two Rivers, Wis., has purchased the Fritz Manufacturing Company of Grand Rapids, Mich., manufacturers of drafting room and other furniture.

——< CHICAGO >——

The C. E. Jorgenson Furniture Company, Chicago, has increased its capital from \$21,000 to \$45,000.

R. L. Jurden, James E. Stark and W. H. Russe, all of Memphis, Tenn., officers of the American Oak Manufacturers' Association, conferred in Chicago last week with President E. A. Lang on important matters connected with the association work.

W. B. Burke, vice-president and general manager, Garrett Lamb, president, and other stockholders of the Lamb-Fish Lumber Company, Charleston, Miss.; held the annual meeting of the company in Chicago on Monday, December 18. Mr. Burke came through from Charleston on the previous Saturday, stopping off at Memphis to attend the organization of the Southern Alluvial Land Association.

Ray E. Pickrel of the Pickrel Walnut Company, St. Louis, Mo., spent a day in Chicago last week. Mr. Pickrel was headed for some northern

consuming points the harms has only stay expressed himself very strongly on the present translate trend of walnut demand and prices.

August II. Stange of the Union Land Company of Merrill, Wis., and II. II. Heineman of the Heineman Lumber Company, also of Merrill, were in Chicago last week for a few days. Mr. Heineman attended the wedding of a cousin, and left the city about the end of the week.

Manager Jennings of the new Jackson & Tindle mill, Munising, Mich., was in town this week and said the plant is completed and running with an annual capacity of 20,000,000 bardword.

==≺ *MEMPHIS* **>**=

The Geo, F. Riel Lumber Company has been formed by George F. Riel, formerly of the Riel Kadel Lumber Company of Memphis, and is now constructing a band mill with a daily capacity of 40,000 feet at Manchac on the Texas & Pacific Railroad in Louisiana. This mill will be completed early in January and will be placed in immediate operation. Mr. Riel has acquired something more than 25,000,000 feet of oak, gum and cypress and the new mill will be used for the development of this timber. Mr. Riel will continue his residence in Memphis but the Geo, F. Riel Lumber Company will have no offices here. C. G. Kadel has purchased the interest of Mr. Riel in the Riel Kadel Lumber Company and will continue the business of that firm under the same name, with offices in Memphis.

The Chickasaw Cooperage Company has begun the construction of the new buildings for its big plant which was recently destroyed by fire. The contract has already been awarded not only for the building itself but also for the necessary machinery. Walker Welford, vice-president and general manager of the company, said that the new plant would not be so large as the old but he made it quite clear that it was not the intention of the company to lessen its facilities. On the contrary it will be somewhat enlarged but the increase will come through the establishment of machinery for the manufacture of finished heading and staves at mills operated by the company outside of Memphis, thus relieving the local plant of much of that character of work. The Chickasaw Cooperage Company owns a big plant at Gretna, La., for the manufacture of heading, staves and finished barrels and this is being operated both day and night while the Memphis plant is being rebuilt. It is estimated that it will be three to four months before the plant here can resume,

R. J. Darnell, Inc., is preparing to enlarge its manufacturing operations January 1 and to this end it will practically double its output at both Leland, Miss., and Batesville, Miss. It has been operating only one of its band mills at Leland for some months but the other band mill will be started up. It has likewise been running only one side of its double band mill at Batesville but the other side will be placed in operation immediately after the first of the year. R. J. Wiggs, secretary of the company, is authority for this announcement. He said that there are more cars available for the handling of logs as well as lumber but the movement of the latter, except to the ports and to southern and western destinations, is quite limited on account of the embargoes which have been placed in effect to most northern and eastern points.

Jno. W. McClure, president of the Southern Hardwood Traffic Association, has been elected a director in the Union & Planters Bank & Trust Company, one of the oldest and most substantial banking institutions in this city.

W. H. Russe of Russe & Burgess, Inc., has been re-elected president of the Tennessee Club for another year. This is the most exclusive organization for men anywhere in Tennessee and the many friends of Mr. Russe are congratulating him on the fact that he has been thus signally honored.

===< BUFFALO **>**=

It is reported that many vessels which have been in the lake lumber trade for years have been sold, in addition to the craft which have already left the lakes. The prospect for getting vessels to carry lumber next year is very poor and the yards will probably resort to rail receipts to a larger extent than ever before.

Royal T. Howard, who was engaged for many years in the lumber business at Batavia, N. Y., but who had been a resident of Buffalo for a dozen years, died at the home of his daughter here on December 13. He was nearly ninety years old and left a wife and two children, a son and daughter. Besides being a lumberman, he was for years president of a bank at Batavia.

The Atlantic Lumber Company states that the hardwood trade is keeping up well and the outlook is considered excellent. Maple and oak are among the woods most in demand at the yard.

The McLean Mahogany & Cedar Company states that the demand for mahogany is pretty good these days, but the trouble is to get the stock, which comes very slowly from Cuba. A good trade is being done in walnut.

Taylor & Crate have been taking a large quantity of hardwoods from their Elk street yard to the Elmwood avenue yard, the two big Pierce-Arrow trucks making about six trips a day each.

The Standard Hardwood Lumber Company states that the tendency is toward better business in various woods. A lot of oak and chestnut has lately been purchased and comes in slowly owing to car shortage.

Charles N. Perrin has been on a southern buying trip for three weeks in the interest of Blakeslee, Perrin & Darling. Cars were more plentiful where he visited, so receipts are coming in fairly well.

Davenport & Ridley have lately bought 400,000 feet of birch in Canada and it is now being received. The demand for this lumber is quite good.

G. Elias & Bro. has found trade in the building line rather active until recently, when bad weather checked it. Hardwood trade is fair, though embargoes are numerous.

The Hugh McLean Lumber Company states that trade in hardwoods is up to normal, though shipments are made to some sections with much difficulty on account of car shortage at the mills.

The Yeager Lumber Company states that trade is moving along in good shape and is picking up. ⁴A good line of oak, poplar and maple is being sold, with some call for walnut.

T. Sullivan & Co. will hold their title as "the elm kings" next year, as F. M. Sullivan has lately been up to Michigan, where he made some extensive purchases for the future.

The Buffalo Hardwood Lumber Company is getting a good many inquiries for oak, as well as other woods, and expects to see improvement in trade as soon as the holidays are over.

=⊀ PITTSBURGH >----

The E. H. Shreiner Lumber Company has been doing a very steady business in hardwoods this fall and is well fitted to take care of trade in that line the remainder of the winter.

J. C. Linehan, formerly of the old Linehan Lumber Company, is now salesman for the Southwestern Lumber Company of this city.

J. N. Woollett, president of the Aberdeen Lumber Company, went down to Memphis a few days recently to look over stock conditions, C. A. Droz of the same company is in the Southwest trying to hurry up shipments.

W. H. McGowan of the Allegheny Lumber Company made a business trip among the southern mills last week.

The Kendall Lumber Company expects to have its new operation at Cheat Haven, Pa., cutting in full shortly after the first of the year. The plant will cut about 35,000 feet of hardwood.

The West Penn Lumber Company announces a splendid demand for lumber from the industrial concerns. Mills throughout the Pittsburg district are buying probably more good stock now than for a long time.

The railroad demand for oak is going to be something hard to take care of this winter. The Frampton-Foster Lumber Company, speaking of this, says that stocks are not at all large and that railroads are now paying the price asked without much quibbling.

The Acorn Lumber Company has little kick to make except in regard to the car situation. Its trade has been very satisfactory in industrial lines all the year.

A. P. L. Turner, who started in the wholesale business for himself two months ago in the Jenkins Arcade building, is already driving in a nice line of trade and is well satisfied with prospects.

The Tionesta Lumber Company, a new wholesale concern in the Farmers Bank building, is getting some very nice stocks from its mills in western Pennsylvania and West Virginia. It will go after industrial trade hard next year.

C. V. McCreight of the Ricks-McCreight Lumber Company and three salesmen of that company are spending this week in the South, looking over first-hand conditions at the mills.

President W. D. Johnston and Vice-President John Montgomery of the American Lumber & Manufacturing Company are looking forward eagerly to the time that is only a few days off, when the big operation of the Lenox Sawmill Company at Lenox, Ky., will be under way. The company has 100,000,000 feet of old-fashioned Kentucky red oak and poplar which will be cut and shipped from Redwine, Morgan county, Ky., on the C. & O. Railroad. The mill will be electrically equipped and will cut 1,000,000 feet of lumber a month.

=< BOSTON **>=**

On December 10 the N. Y., N. H. & H. R. R. greatly modified its embargo to permit of shipment of lumber from the West and South to points on its system, but not for connecting lines, nor for points and consignees where equipment is unreasonably tied up. The B. & M. R. R. has a qualified embargo on lumber for export via Boston and certain special embargoes at connecting points. The Boston & Albany R. R. has embargo on lumber from connecting lines and special embargoes on export business. Various restrictions on lines west of the New England terminal roads form a complex and difficult state of transportation affairs for this district.

The Blanchard Woodworking Company has been incorporated at Fox-croft. Me., with capital of \$10,000.

At Bennington, Vt., the A. S. Paine Company, Inc., has been organized to manufacture and deal in wood products capitalized at \$20,000.

=≺ BALTIMORE >===

John L. Alcock of John L. Alcock & Co., is on another trip to the Pacific coast. Mr. Alcock left early in the month, with A. L. Williams, representative of C. Leary & Co., London. The journey is connected with some foreign business, for which some of the Pacific coast woods are desired.

Harvey M. Dickson, the newly elected secretary of the National Lumber Exporters' Association, took charge of his dates on December 15. He has brought his family with him and will remain in Baltimore at least temporarily. Whether the office of secretary will be continued in Baltimore or transferred to Norfolk will be definitely determined at the annual meeting of the association in Pittsburgh, on January 24.

Baltimore has been making a determined fight to prevent the abolition of the sub-treasury here, along with those in a number of other cities, and for the time being has succeeded. Congress having voted down the proposition last week. But the danger that the sub-treasury will be eliminated is not yet over, a strong movement being afoot in the Senate to make the change, and to ward off this new measure business organizations of the city are being called on to line up and make a fight. The Lumber Exchange has been asked to name a committee of its most representative men to be prepared to join similar committees from the other organizations and move upon the Senate in a body at a time yet to be set. President Parker D. Dix, the president of the Exchange, has named on the committee Rufus K. Goodenow, the retiring president; Pembroke M. Womble, David M. Wolf, Lewis Dill and William M. Burgan.

From Winchester, Va., it is reported that the Lost City Lumber Company, of which William B. Cornwell, an attorney of Romney, W. Va., is president, has recently begun the construction of a railroad from that city westward to Wardensville, Hardy county, W. Va., which is to be known as the Winchester & Western Railway, and which will connect with the Baltimore & Ohio at Winchester. The line will penetrate large timber areas in Hardy, Grant and Pendleton counties, West Virginia, and is expected to start an important development of the resources of the region. Various spurs are to project from the Winchester & Western Railway, to facilitate the operations of diverse industries.

The city of Baltimore has sold all of the chestnut trees on the Gunpowder watershed and in the Lake Roland district to get ahead of the blight which made its appearance in that section some months ago. All the trees on the east side of the Gunpowder have been disposed of for \$8,600 and the trees on the west side have realized \$3,000. Three more sales will clear the chestnuts from the 4,500 acres of timberland included in the watershed. The trees will be cut into telegraph poles, fence rails, railroad ties and cordwood.

The stave mill of J. Frank Beach & Co., at Sharptown, Md., was destroyed by fire recently, entailing a loss of \$2,000.

----≺ COLUMBUS >--

Governor-elect James M. Cox is to be one of the speakers at the annual banquet of the Ohio Manufacturers' Association, to be held in Columbus, January 18. Frank A. Vanderlip, New York banker, is expected to discuss the foreign trade situation. Other speakers include Internal Revenue Collector B. E. Williamson and Actuary Emile E. Watson of the Ohio Industrial Commission.

The Southwestern Lumber Company of Pittsburgh has opened an office in Cincinnati.

- R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods, despite the lateness of the season and the approach of the holidays. Buying is about equally divided between retailers and factories. Prices are firm all along the line and every change has been toward higher levels. Mr. Horton expects a good trade after the first of the year.
- J. A. Ford of the Imperial Lumber Company says trade in hardwoods is active and prices are steady in every locality.

By the conditions of a business transaction, the Zahner Metal Sash & Door Company of Canton is to take over the plant formerly occupied by the Shiloh Metallic Company of Shiloh, O. The plant of the Canton company was destroyed by fire recently and in order to continue in business until it can be rebuilt a lease was taken on the Shiloh plant for a period of three months.

===**≺** CINCINNATI **>**=

A big timber deal in West Virginia, of more than usual local interest because of the prominence of the purchaser, recently was consummated when F. M. Massie, widely known lumber dealer, acquired title to 1,200 acres of valuable timberland on the Twelve Pole Creek, Wayne county, West Virginia. Mr. Massie has announced that he will install in the near future a large band sawmill and operations will be started immediately thereafter. The development of the big tract will be pushed. The consideration involved is said to be approximately \$25,000.

The Quaker Building Company was incorporated recently at Akron, O., with capital stock of \$20,000. The directorate of the new concern will be composed of the following: D. W. Holloway, O. G. Schultz, G. E. Probert, Albert T. Townsley and C. D. Manbeck.

The Herig Furniture & Manufacturing Co. was incorporated at Cleveland last week with a capital of \$50,000. The incorporators are Ralph S. Herig, Elliott W. Seeley, Paul G. Herig, Thomas N. Bradford and Lewis A. Reynolds.

Following filing of a suit in Common Pleas court last week by Erlest J. Knabe, Jr., president of the Knabe Brothers Company of Norwood, piano manufacturer and extensive consumer of mahogany and other fine hardwoods, Judge Geoghegan appointed H. N. Fairbanks of Springfield,

Ohio, receiver for the company. Some time ago when receivership proceedings were threatened action was postponed by a readjustment of the company's affairs and it was thought at the time that the storm had been weathered. Mr. Knabe sued as surety upon a demand note for \$10,000 given to the Fourth National Bank last September, upon which he says demand has been made, and the company has made no effort to take it up. It was announced that the concern has assets of more than \$700,000 and is solvent, but creditors pressing claims has threatened the business so the court is asked to take charge. Shortage of operating cash, expensive litigation over a trade name caused much of the embarrassment. The new management will not suspend operations. A creditors' committee agreed to the appointment of a receiver.

According to figures given out by lumbermen interested in heavy ship timber and other woods entering into the construction of vessels, both lake and occan going, merchant ships built in the United States in the first eleven months of this year more than doubled in tonnage the total output of last year. Wooden vessels stand high in the figures, total 936 with a tonnage of 127,276. Counting those now building and under contract, it is said that this year's building will be the greatest in the history of the country.

= ≺ CLEVELAND >=====

New mills of the Peters Millwork and Lumber Company and the Mills-Carleton Company, whose plants were visited by fire that threatened the Flats last spring, will be started about the first of the year. All equipment and arrangement of the plants have been made with an eye to efficient production, in which respect these firms will be among the leaders in the district.

Arch C. Klumph, Cuyahoga Lumber Company; C. H. Prescott, Saginaw Bay Lumber Company; D. W. Teachout, the A. Teachout Company; and members of other building material concerns, have been appointed as a committee to safeguard the lien law now on the Ohio statutes. They will hold their first meeting this coming week.

J. V. O'Brien of the Cleveland Board of Lumber Dealers has returned from the meeting of secretaries of lumber organizations from all over the United States, held at Hotel Secor. Toledo, where they were the guests of the Toledo lumbermen. Mr. O'Brien will present some suggestions to the members here that he gleaned at this gathering.

=< TOLEDO **>**====

The Booth Column Company of Toledo reports a very nice line of orders for both interior and exterior columns, the heavy demand coming from the East and South. There is also a good demand for columns in local territory. The car shortage has made shipping difficult and it has also affected the incoming of materials. The factory is running at capacity but would be running heavier if adequate help could be secured. The coal shortage has made fuel both scarce and high. The concern is in the market for poplar and cypress stocks suitable for its product.

The Gotshall Manufacturing Company reports some difficulty in securing stocks and in making shipments on account of the car shortage, although it is well stocked and has thus far had plenty to take care of its business in good shape. This concern was the high bidder recently on 388 acres of land in Hardin county, well stocked with oak, ash and hickory timber. The land was placed on the market by the city of Bellefontaine and all bids were subject to rejection. The matter will probably be decided within a few days.

The Hein Furniture Company recently secured a number of fine contracts for office, bank and store fixtures which were to be the last word in elegance and style in these particular lines. One was for the C. K. Merrill Company's new wholesale jewelry store, which included floor and wall cases and other fixtures in mahogany; mahogany store fixtures for the Nopper & Salm Company, a haberdashery; complete equipment for the F. A. Jones Company, department store in the Messinger block. Some remarkably fine residence work was done by this concern for the W. E. Bock residence at Eagle Point, and the W. S. Walbridge home at Perrysburg.

=< INDIANAPOLIS >====

The Indiana Public Service Commission has permitted interstate rail-roads operating through Indiana to place in effect higher demurrage charges which are practically identical with those recently established by the Interstate Commerce Commission. Present demurrage charges provide the shipper shall pay \$1 a day for cars held at unloading points for more than forty-eight hours following 7 a. m. of the first day after delivery. The new charges would be \$1 for the first day following the forty-eight hour period, the second day \$2, the third day \$3, the fourth day \$4 and each day thereafter \$5.

The White Wood Products Company, a recently incorporated company with a capitalization of \$50,000 to manufacture all kinds of wooden handles, sustained a fire loss of approximately \$1,200 last week when a part of the company's plant near Crothersville, Ind., was burned. The enameling department was destroyed and for a time the entire plant was seriously, threatened.

The Economy Box and Pieplate Company of Marion, Ind., has increased

Something to Move Quickly Southern Stock

5 cars 34" FAS & No. 1 Common Plain Red Oak. Dry, long stock.

4 cars 1" No. 1 Common & Better Qtrd. White Oak.

1 car 11,2" No. 1 Common & Better Qtrd. White Oak.

8 cars 1" No. 1 Common White Ash

115M 1" No. 1 Common & Better Sap Gum.

25M 1" No. 1 Common & Select Red Gum.

6M 1" No. 2 Common Sap & Red Gum.

10M 114" & 11/2" No. 1 Common Red Gum.

6M 2" No. 1 Common & Better Red Gum.

10M 2" No. 1 Common & Better Sap Gum.

6M 1¼" No. 1 Common Cypress.

4M 1" & 1¼" No. 1 Common Cypress.

4M 2" to 3" No. 1 Common Cypress.

3M $1\frac{1}{4}$ " and $1\frac{1}{2}$ " No. 1 Common Cypress.

Write for prices and further Particulars

PAYSON SMITH LUMBER CO.

MINNEAPOLIS

MINNESOTA

its capitalization from \$25,000 to \$50,000. E. L. Weesner, president of the company, says enough orders have been booked to keep the plant in operation up to its capacity for five or six months. The company is building an addition that will double its capacity and much new equipment will be purchased.

The plant of the Greer-Wilkinson Lumber Company at Franklin, Ind., has been closed temporarily on account of a coal shortage. Several woodworking plants in Indiana have been threatened with a similar fate but have succeeded in procuring enough steam coal to keep in operation so far. A shipment of coal promised the Franklin plant two weeks ago has not arrived. Twenty-five men were thrown out of employment.

Frank Taylor of Bluffton, Ind., acting in behalf of the Ditzler Hardwood Company, has purchased all of the hardwood timbér on a tract of twenty-two acres owned by John Hawk, northeast of that city. The sum of \$1,203 was paid for the timber.

EVANSVILLE

J. C. Greer of the J. C. Greer Lumber Company here has returned from a business trip through the southern states and reports trade prospects for 1917 very encouraging.

The Cellulite Manufacturing Company, with a capital stock of \$5,000, has filed articles of incorporation in the county recorder's office here, the incorporators being M. D. Helfrich of the Helfrich Lumber and Manufacturing Company, O. E. Braun and H. F. Weaver. The business of the company will be the coating of closet seats and other wooden objects with a composition that resembles celluloid, the process being secret. A man from the East has been secured by the company to do the coating and work will start at once. For the present the company will be housed with the Peerless Tank and Seat Company here and the products of this company will be used for the coating. Later, it is intended to build a separate plant for the new company.

The Reel-Osterhage Lumber Company, with a capital stock of \$50,000 has been incorporated at Vincennes, Ind. Lumber yards are to be established by the company at Freelandville, Edwardport, Sandborn, Westphalia and Bruceville.

On Saturday, December 16, Maley & Wertz, hardwood lumber manufacturers of this city, shipped a carload of one-inch walnut to New York and from that city it was sent by steamer to England, the lumber to be used by the British government in the manufacture of aeroplanes. This is the second order for walnut lumber that Maley & Wertz have received from the British government during the past month. They have received a number of inquiries for lumber for foreign shipment and have started to operate their sawmill on a day and night schedule.

On Saturday, December 16, employes of the Globe Bosse-World Furniture Company were given Christmas presents in the shape of a cash bonus in their pay envelopes. About \$12,000 in cash was distributed. Mayor Benjamin Bosse, president of the company, announced that beginning on January 1, 1917, the employes would receive increases in their wages ranging from six to twelve per cent. The factory will also be operated on a profit-sharing basis and each employe of the company will get his slare of the profits at the end of the year.

W. S. Burgess of Maley & Wertz has returned from a business trip to northern Ohio and southern Michigan and says trade prospects are as good as he ever saw them. He reports that indications point to a fine automobile trade during 1917. The various body factories are being operated on full time and manufacturers are most sanguine over the out-

Mayor Benjamin Bosse, president of the Globe Bosse-World Furniture Company, has returned from a business trip to Chicago and the Northwest. He is sanguine over the business outlook for 1917.

An immense pecan tree on the farm of W. A. Tonini, a few miles east of Evansville, Ind., was felled a few days ago and workmen are now cutting it up into timber and stove wood. The tree was six feet in diameter and according to the rings it was 400 years old. Two years ago the officers of the National Nut Growers' Association visited the tree and said then that it was the largest pecan tree then standing in the United States.

──≺ NASHVILLE ≻──

J. F. Alford & Co., composed of J. W. Alford and R. L. Alford, have filed a voluntary petition in bankruptcy in the United States district court. The firm did a hardwood business in west Nashville. Liabilities are about \$10,000.

A plant erected last year by John B. Ransom & Co., for manufacture of walnut gunstocks for European countries, was destroyed by fire, causing a loss of \$6,000, covered by insurance. The plant was adjacent to the box factory and planing mills of the company, but the spread of the flames was prevented. A large stock of gunstocks was destroyed.

The traffic bureau has filed a complaint with the Tennessee Railroad Commission, protesting against certain advances in lumber rates to Nashville announced by the Nashville, Chattanooga & St. Louis Railway, and seeking to have the same suspended. The rates are on lumber shipped from Memphis to Nashville.

R. S. Maddox, forester of Tennessee, addressed the meeting of the Nashville Lumbermen's Club, asking for support in a movement to secure laws for protection of forests of the state. Mr. Maddox stressed the enormous loss caused by forest fires, and ascribed a large part of this loss to ignorance and maliciousness. More rigid laws were advocated. He read a draft of a bill along modern lines for forestry protection. Harold M. Green, A. B. Ransom and J. M. Overton were appointed by the club a committee to co-operate with Mr. Maddox in securing the desired legislation.

----≺ LOUISVILLE >--

The C. C. Mengel & Bro. Company of Louisville has been awarded a fancy contract for delivering approximately 1,500,000 feet of mahogany to the English and French governments for use in manufacturing aeroplanes. The lumber is to be delivered in boards nine feet in length, eight inches wide and one inch in thickness. One-third of the order will be shipped as rapidly as possible, while the balance will be shipped at intervals during 1917. It is understood that a part of the stock will be manufactured into glued-up propeller blades in the East before being exported.

The Wood-Mosaic Company, New Albany, Ind., which has also received a big war order for gunstocks, propeller blades, etc., is running advertisements in the newspapers for 500 cars of walnut logs from which to manufacture stock to fill the order.

The Edward L. Davis Lumber Company has been featuring fine ash stocks during the past few weeks, and is carrying a good supply of all grades and thicknesses. There is a good demand for tough white ash for automobile and vehicle construction at this time, and the company is busy.

The demand for Delta gum continues strong with the Churchill-Milton Lumber Company, which has had a very active season in furnishing gum lumber for various purposes. Work is being pushed on the company's new plant at Greenwood, Miss., which with the plant at Glendora should give the company a tremendous production ability next year.

Business has been active with the W. P. Brown & Sons Lumber Company, which has had a very active demand for gum, oak and other items on the list. The car shortage has been about the only disagreeable factor in fall business with this concern. T. M. Brown has just returned from a ten-day trip to New York, and Graham Brown and John Miller have left for Arkansas to inspect the company's mills.

Starting about January 1 the Norman Lumber Company will place in operation its new department for manufacturing poplar box shooks, the plant having been completed recently. Poplar has been moving in fair demand, but prices are still a little low.

S. E. Booker, president of the Booker Box Company, at a recent meet-

ing of the Louisville Hardwood Club, delivered an interesting talk on the subject of wooden and paper containers. Mr. Booker stated that the high cost of paper had made the paper container so expensive that many consumers of corrugated boxes were coming back to the wooden container, the cost of which was very little higher than the paper package.

At Crothersville, Ind., a few miles north of Louisville, the plant of the Hyatt Cooperage Company has changed hands, Mrs. Linnie Hyatt of Indianapolis, having sold her interests to Henry Benham, Fred Mitchell and A. W. Benham of Crothersville, who have organized a \$10,000 company to operate the plant. Officers named are: A. W. Benham, president; Henry Benham, secretary, and Fred Mitchell, treasurer. It is said that the company will install some additional machinery.

L. G. Crume of Shelbyville, Ky., has sold his interests in the Hall & Crume Lumber Company to J. E. Davis of Taylorsville, who was formerly in the lumber business at Louisville. Starting January 1 the business will be operated as the Hall & Davis Lumber Company.

Lumber operators of Kentucky are greatly interested just now in a movement looking toward a special session of the state legislature in January to revise the state tax laws, a new series of laws having been drawn up by a special tax committee appointed by the Governor last spring. The proposed new tax laws would reduce the state tax to forty cents a hundred instead of fifty-five cents, and would change the system so that intangible property and machinery of manufacturing concerns, raw materials on hand and in process of manufacturing would be subject to a state tax only. This reform is intended as an inducement to capital and as a boon to the industrial development of the state. The new law also provides for a state tax only on bank deposits, this tax to be ten cents on the hundred dollars, which the banks themselves may pay. It further provides for real estate mortgages to be subject to state tax alone, and a recording tax of twenty-five cents on the hundred dollars at the expiration of three years.

J. Crepps Wickliffe, secretary of the C. C. Mengel & Bro. Company, who recently returned from a business trip to Europe, where he landed some good export orders for mahogany and walnut, left the city recently for a short trip to Grand Rapids.

The Louisville Board of Trade is figuring on bringing the L. & N. switching case up again, and will probably ask the Interstate Commerce Commission to reopen the case shortly. It is claimed that so far no relief has been given the shippers, and that the interpretation placed by the L. & N., on the order of the I. C. C., has failed to bring results.

Through the efforts of W. R. Willett of the W. R. Willett Lumber Company, and R. R. May, manager of the Louisville branch of the Southern Hardwood Traffic Association, reductions have been made in lumber rates from Bond, Ky., to Frankfort, the old rate of 16 cents having been reduced to 12 cents. A reduction from 18 cents to 16 cents was also gained to Shelbyville, both points being on the L. & N. Mr. Willett represents the Bond & Foley Lumber Company of Bond, Ky., as sales agent.

The Interstate Commerce Commission has announced that I, & S., docket No. 944, relative to suspension of increased tariffs on logs from points on the C. M. & G. and I. C., north of Memphis and Jackson, Tenn., to Louisville, will be heard at Louisville on February 9.

The Murphy Chair Company of Detroit, Mich., has purchased a plant at Owensboro, Ky., and will probably put in machinery and prepare to start operations soon. It is said that the company is anxious to get closer to a coal and timber supply base.

The Salyersville Cooperage Company of Salyersville, Ky., recently filed amended articles of incorporation in which the capital stock is increased from \$15,000 to \$16,500.

G. A. Roy of Nicholasville, Ky., who was formerly well known in lumber circles in the Bluegrass and also at Cincinnati, where he held interests, has incorporated the Roy Lumber Company, with a capital of \$30,000, and will have offices and yards at Lexington and probably also at Nicholasville. It is reported that Mr. Roy has contracted for a half million feet of eastern Kentucky lumber for the new business.

-----≺ ARKANSAS **>**-

The Jefferson Hardwood Company of Wabbaseka on December 15 filed articles of incorporation with Earl W. Hodges. The new company, which has a capital stock of \$5,000 was incorporated by M. P. Allport, T. H. Ashcraft, J. P. Alexander.

A saw mill, planing mill and shingle mill will be added to the present plant of the Emerson Gin Company, at Emerson, Ark., and the steam engines which are now used by that company will be replaced by oil burning engines.

The Arkansas Cooperage Company of Jacksonport recently filed articles of incorporation, showing a capital stock of \$10,000. The incorporators are E. H. Vogal, F. L. Vogal and L. L. Campbell.

At the regular annual meeting of the stock holders of the Beebe Stave Company at Little Rock, H. C. Kober of Little Rock, J. R. Raible and Mrs. C. L. Snyder of Denver were elected directors.

The machinery for the new plant of the E. L. Bruce Company of Little Rock, is now being installed, and it is expected that the new plant will be ready for operation by January 15. The site of the company, which is located just east of Little Rock, comprises fifteen acres. Although all of the buildings owned by the company were destroyed by the big

fire in September last, they have all been rebuilt so that the entire plant will be new. It will represent an investment of \$150,000. The company will have a daily output of 100,000 feet, made up principally of oak flooring, but oak finish, and oak molding will also be manufactured.

—≺ WISCONSIN ≻=

The Antigo Commercial Club has raised \$4,000 in cash and secured a thirty-acre site to secure the new sawmill of the Charles W. Fish Lumber Company for that city. The Fish concern operates at Elcho and Birnamwood and will establish a third plant at Antigo.

WE MANUFACTURE bandsawed, plain and quarter sawed WHITE AND RED OAK AND YELLOW POPLAR

We make a specialty of Oak and Hickory Implement, Wagon and Vehicle Stock in the rough.

Your Inquiries solicited

ARLINGTON LUMBER CO., Arlington, Kentucky

PLAIN and QUARTERED RED and WHITE OAK

AND OTHER HARDWOODS

EVEN COLOR SOFT TEXTURE

MADE (MR) RIGHT

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in EASTERN KENTUCKY.

Oak Flooring

PROMPT SHIPMENTS

THE MOWBRAY & ROBINSON CO., Inc.

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and Guaranteed Inspection

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The following stock is in excellent condition, ready for immediate shipment

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5/4 6/4 8/4 4/4 4/4 4/4 5/4	No. 3 No. 3 No. 1 No. 2 No. 3 No. 3	B Elm & Elm	Ash Ash Birc	h	78,000		
6/4 4/4	No. 3 No. 3 No. 3	Basswo Birch Maple Maple			8,000 1,000,000		
in an							
3			_		£ 500		100 A

Are putting in alle every menth two and ene-half million feet of cholect Northern Michigan Hardwoods

Stack Lumber Company

Masonville, Michigan

Our Standard

¶ We are makers of Good Lumber.

I For ten years we have been turning out high-grade Hardwoods at our present location, and thruout those ten years we have been studying constantly to improve our products.

As a result we have established a real STANDARD OF QUALITY.

When our customers speak of GOOD lumber they say "Like Liberty Lumber."

¶ It IS good lumber. Smoothly sawn plump, even thickness—good widths—good lengths—and FLAT.

¶ Good to look at, a pleasure to work—that is "LIBERTY" lumber.

SEE OUR LIST OF DRY LUMBER IN "HARDWOODS FOR SALE" DEPT., PAGES 50-51, AND ASK FOR PRICES

LIBERTY HARDWOOD LUMBER COMPANY

MAKERS OF GOOD LUMBER Big Creek, Tex.

The Kiel Woodenware Company has purchased additional sites at Campbellsport, on the North-Western Line, and will erect additional buildings for the manufacture and storing of cheese boxes. A factory is now being operated here, besides larger ones at Kiel and Mellen, Wis.

Ole Hansen, aged seventy years, a retired lumberman of Eau Claire, Wis, fell dead of heart failure in his home in that city on December 12.

The woodworking plant of Theodore Soderberg at Barron, Wis., has been purchased by Pelton & Wesslen of Dallas. Godfrey Wesslen, brother of one of the firm members of Duluth, will take charge.

The Park Falls Lumber Company has added a night shift at its mill in Park Falls. Eighty men are now employed at the mill. Increases will be made in lumber camp operations also.

Brown & Hamm, who recently took over a contract to cut about one million feet of timber for Walter Curtis, on land near Como, Wis., have installed equipment on the Curtis farm and will begin operations at once. The timber is principally hardwood, probably the largest tract in southern Wisconsin.

The tug Ashland, owned by the John Schroeder Lumber Company, has cleared from Ashland for Duluth, where it will be overhauled this winter. The Ashland is one of the finest tugs on the lakes.

Creditors of the United Refrigerator & Ice Machine Company of Kenosha, Wis., will receive a total of 151/2 per cent of their claims. concern went into bankruptcy in October, 1914. Claims totaling \$668,000 were filed and the total realized from the sale of the assets was \$110,000.

Robert M. Filbey has succeeded H. P. James as manager of the Milwaukee Basket Company at South Milwaukee, Wis. Mr. James has been manager since the plant was reorganized by the J. F. Conant Manufacturing Company. E. L. Grover returns as plant superintendent.

The H. Selle Company, manufacturer of excelsior and other timber by-products, with plants at Marinette, Oshkosh, Green Bay, Wis., and elsewhere, will establish a new \$100,000 plant at Manistique, Mich. Fifty men will be employed and 15,000 cords of wood used annually.

Grant T. Stephenson, Milwaukee lumberman and a son of Isaac Stephenson, has enrolled as a member of the naval reserve, civilian class, and will go into the service January 1. He will be assigned to duty on one of the battleships. Mr. Stephenson has long been interested in establisha naval reserve

The Bukolt Manufacturing Company of Stevens Point has secured a 830,000 order for its automatic or self-rocking cradles. The plant now employs 160 men and the capacity will soon be doubled when the new addition is completed.

The Wachsmuth Lumber Company has closed its mill at Bayfield after a continuous run since early last spring, during which time 10,000,000 feet of lumber were produced. A long run is promised for the coming season, as the company has contracted for the output of several logging jobbers in addition to that of three of its own camps.

Robert Goodman, general manager of the Goodman Lumber Company of Goodman, Wis., has returned from an extended western trip. Mr. Goodman is carrying his right arm in splints as the result of being thrown from a carriage while driving with Mrs. Goodman in St. Paul.

Hans M. Laursen, general manager of the Lakeside Lumber Company of Shell Lake, Wis., and assemblyman from his district since 1912, was killed December 9. The automobile which he was driving was struck by a locomotive while crossing the railroad track between Shell Lake and Spooner. He was a native of Denmark, and had been in the lumber business in Wisconsin since he was twenty-three years old. A wife and eight children survive.

The Hieb Box Manufacturing Company is completing its plant at Merrill, Wis., and operations will be started by January 1. Individual electric motors are being provided for the machinery. Gottlieb Hieb will be superintendent of the factory, coming from Bemidji, Minn., where he has been associated with the Bemidji Box & Lumber Company.

The A. J. Martin Lumber Company has been incorporated with \$75,000 capital stock by A. J. Martin, Louis Martin and Ole Foss at Bloomer,

The Curtis-Jones-Sells Land Company has been incorporated at Wausau, Wis., by interests controlling the Fenwood Lumber Company of Wausau, Max Sells Land Company of Florence and G. D. Jones Land Company of Wausau. The capital is \$200,000. Logging, manufacturing and marketing timber and its products are part of the purposes of the new corporation.

The plant and property of the Stevens Point Box Company at Stevens Point, Wis., have been acquried by Samuel Trainor and O. H. Maatsch of Chicago. The Stevens Point Box and Lumber Company is the new firm name and the capital is \$25,000. The plant has been overhauled and put into operation. Hemlock and hardwood will be used for box material in place of pine, which was used by the old concern.

The pattern storage house, machine and blacksmith shop of the Filer & Stowell Company, Milwaukee, were destroyed by fire on December 15. The origin is unknown. The building was used in connection with the manufacture of sawmill machinery, Corliss engines, etc. The loss is estimated at \$350,000, fully covered.

The Peninsular Box Company, which purchased the plant of the M_{\ast} & M. Box Company at Marinette, Wis., several months ago, plans to practically double the capacity of the plant, which is operated under the latter name. Improvements are now under way.

The Upham Lumber Company of Marshfield, Wis., has again taken

possession of an old sawmill which was purchased by the Copper River Land Company ten years ago but was never operated by that owner. The mill was erected twenty nine years ago. It will be dismantled.

The Hardwood Market

-----**<** CHICAGO **>**=

While inventories have checked purchases for current use to a considerable extent, the past couple of weeks in Chicago have seen quite a tendency toward the placing of orders for next year's delivery-and the further tendency has been to meet in some cases quite sharp advances in prices for next year's stock over the prevailing figure. The veneer situation in particular locally has kept up actively with no great effect from the closing of the year. The lumber situation, however, shows more slackening on this account.

Chicago lumbermen and wood consumers are still complaining bitterly over the car situation, there actually having developed quite a definite difficulty in the matter of securing shipments from northern lines for points not directly on those lines. In fact, a partial embargo of this character has developed.

In fact, with everything indicating strength, the year closes in Chicago with in many cases record accomplishments on the books and the brightest of outlooks for 1917.

----≺ BUFFALO **>**--

The hardwood market is hampered to a large extent by embargoes at present and the railroads are unable to give lumbermen any promise of immediate relief. Conditions are such down East that lumber is being moved oftentimes by motor truck and handled out of the car at junction points beyond which the railroads are unable to move it. Such conditions are burdensome to manufacturers who want the stock and who know that the Buffalo yards have it to sell. But this situation is expected to right itself before long and the local yards are doing a pretty good business, in spite of handicaps.

Prices in all woods are holding firm and the prediction is heard that within three months figures will be higher still. Building and factory operations are going ahead in a fairly active manner, though contending with the drawbacks of embargoes and car shortage. Locally cars are fairly plentiful and none of the yards has experienced much delay in getting shipments loaded.

Maple and birch are among the leading woods, though of course oak is selling in good shape, especially thick stock. There is a fair demand for poplar, elm, ash and chestnut. Everything is wanted for quick shipment, which is considered evidence that no heavy stocks are being carried by the consumers.

---≺ PITTSBURGH **>**=

The year is closing up in very good shape. Wholesalers in hardwood have not been hit so hard the past few months as dealers in pine. The reason is partly that stocks of hardwood were more available at the mills and partly because of the car shortage within a radius of 200 miles of Pittsburgh, has not been so severe as on the southern lines. For this reason, deliveries of harwood have been more regular and the larger proportion of the business booked has gone through to the conclusion, thus making the totals for the year larger in proportion than those of the wholesalers in the pine. In southwestern stocks demand for hardwoods is exceptionally good. The automobile demand promises to break all records. Manufacturers of furniture, dealers in implements, etc., are putting in large requisitions for next year and seem more disposed to pay the very high prices now prevailing than a few weeks ago. Retailers have bought in pretty good quantities the past month, insisting that deliveries will be from thirty to sixty days off. Prices everywhere rule high and are going higher. Most wholesalers regard the outlook for the first half of 1917 as very good.

-----≺ BOSTON >=

The market in New England is quiet, but this condition is consistent at the end of the year, especially with the involved conditions of freight traffic and domestic and foreign commerce. The principal effect of adverse conditions is on the volume of business, quotations not being disturbed to any extent. More than ordinary activity prevails in the factories of this section and if supplies of stock remain constant, there is outlook for a good winter trade.

=**≺** BALTIMORE **>**=

While no great expansion in the movement of hardwoods or upward trend in prices may have occurred in the last two weeks, such develop ments as have taken place are favorable. The inquiry is perhaps more active than it has been, although within the last few days the influence of the end of the year has begun to make itself felt. This is not to be regarded as an indication of weakness, for the yards generally carry

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Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timbers
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Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

RED GUM

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BLISS-COOK OAK CO. BLISSVILLE, ARK.

MANUFACTURERS

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OAK, ASH and CUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

larger stocks of lumber of all kinds than they have for years. The development seem to be general.

Though the time is approaching when, under the ruling of the municipal authorities the rates for stocks piled up on streets and sidewalks will be rigidly imposed, the supplies in the lumber district seem to have increased, and the dealers are prepared to take care of a very considerable addition to the business. No large gains in values are noted, but the tendency still seems to be upward, and with regard to such items as maple flooring it is to be said that the producers are still withdrawing lists, leaving the buyers dependent upon such figures as may be quoted at the moment. A more active demand for the lower grades of poplar is reported, with No. 1 common oak also in excellent request. Apparently the furniture factories are as busy as ever, and they seem to have worked off some of their earlier accumulations, so that they are freely, with practically all other woods firm or even strong.

The one division in which no improvement is to be noted is the export trade. Shipments are about as limited as before, and there is no prospect that a more active demand will develop before long. Some of the exporters manage to get a few orders, but the great majority are still confined to the domestic trade, with the time when a resumption of the foreign business may be expected decidedly uncertain. Of considerable interest here was the report that a large contract for walnut as material to be used in the construction of aeroplanes had been placed in Memphis. Heretofore spruce seems to have had the preferenc.

=**≺** COLUMBUS **>**=

The hardwood trade in Columbus territory has ruled firm during the past fortnight. The worst feature is the car shortage. Buying has been good and the tone of the market generally is satisfactory and prospects for the future bright.

Retail stocks are not large in any section and as a result there is good steady buying on the part of dealers. But orders are generally small as dealers are loath to accumulate supplies under present conditions. Prospects for building in the spring are excellent and dealers are preparing accordingly. In fact, there will be considerable building during the winter months. Factories making boxes, furniture and implements are good customers at this time. In fact, all lines of manufacturing are in the market for hardwood supplies.

Prices are firm and every change has been to higher levels. Because of car shortage, which is reducing available supplies, there has been little cutting of prices in order to force trade. Lumbermen with stocks on hand are able to get market figures and in many cases can command premiums. Collections are generally good.

Quartered and plain oak is in good demand. Poplar is moving well, especially the lower grades. Wide sizes are being purchased by automobile factories. Ash is stronger and the same is true of basswood. Other hardwoods are unchanged.

—∹ CINCINNATI ≻—

Consuming stocks are becoming low in many instances in this territory, due to the car shortage. This condition has long been expected, but only recently did it make itself felt in any widespread manner. As a result there has been a pronounced strengthening of the hardwood market. Furniture concerns are very prosperous; the mill work factories are reporting an unusually heavy winter run of business, considerable of this coming from the rush of late fall building due to the open weather experienced throughout the autumn months. In fact, nearly all branches of hardwood consumption here are doing extra business. Talks of immense South American furniture orders, with prospects of a good part of it being placed in and around Cincinnati, ambitious aeroplane program on the part of the government meaning a need of much good spruce, the ever increasing activity in the automobile business, with local body building concerns arranging to increase their output; all of this means an insistent demand for bardwood, with the mill stocks sufficient, due to piling up at the outbreak of the car shortage. High prices are being maintained and advances in various items are noted and premiums are cheerfully paid if such will expedite delivery.

One of the features of the present market is the revival in oak, all grades and items gaining fast during the past two weeks. The demand has increased and notwithstanding the poor shipping facilities, considerably more oak lumber is being moved. Aside from the activity displayed by oak, in the southern list, gum continues to be a leading seller, with prices strong. The visible supply is rather low, dry stocks at mills showing the effect of heavy buying. While spruce constitutes the bulk of the woodwork going into the makeup of the aeroplanes, some factories near here are buying rather liberally of white ash for this work. Sap gum is showing signs of gaining strength. Poplar is in better request, although the demand for this wood is not keeping up with other items of equal strength a month ago. The northern birch continues to feature the market, selling well in practically all grades and some good price gains are recorded. Basswood is a little more lively but the average demand for this lumber is not heavy, although Cincinnati is considered something more than a fair basswood market. The wood has slumped Two-inch stock is getting pretty low, but the call is not



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Codes Used-Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

STOCK LIST FOR	R DECEM	BER, 1910	6				
3 8"	1, 2"	5 8"	3 4"	4 4"	5 4"	6 4"	8, 4
t & 2nds Qtd. White Oak 6" & up							
& 2nds Qtd. White Oak 6-9"	93.000	42,000	28,000	139,000	1,500		
: & 2nds Qtd. White Oak 10" & up	58,000	19,000	30,000	26,000	1,500		7,
m. & Bet. Qtd. White Oak 50-50 C		85,000					
1 Common Otd, White Oak	13,000	62,000	7,000	142,000	36,000	1,500	7,
. 2 Common Otd. White Oak 8,000	4,000	14,000	7,000	121,000	2,000		
ar Strips Otd. White Oak 2½-3½		111111		24,000			
ar Strips Qtd. White Oak 4-4½				22,000			4 + 1
ar Strips Qtd. White Oak 2½-5½				11,000			
1 Com. Strips Qtd. White Oak 21/2-51/2				22,000			
& 2nds Pl. White Oak		83,000		300,000			
1 Com. Pl. White Oak	21.000		36,000	150,000	15,000	2,500	6
2 Com. Pl. White Oak		3,000		350,000		4,000	
& 2nds Pl. Red Oak	4,000			10,000			
1 Com. Pl. Red Oak			8,000		20,000	3,000	2
. 2 Com. Pl. Red Oak		8,000	2,000	300,000	26,000	9,000	
k Core Stock				150,000			
& 2nds Plain Red Gum	452,000		88,000			11,000	
. 1 Common Plain Red Gum	85,000		85,000		90,000	14,000	
m. & Bet. Qtd. Red Gum 60-40 %						6,000	
& 2nds Figured Red Gum				25,000			
. 1 Common Figured Red Gum				41,000			
& 2nds Sap Gum 13" & up				40,000			
& 2nds Sap Gum 18" & up				11,000			
1 Common Sap Gum		3,000		125,000			
. 2 Common Sap Gum.						15,000	
. 3 Common Sap Gum				186,000	36,000	6,000	
n. & Bet. Ash 50-50 %				20,000			
. 2 Common Ash				30,000			
. 3 Common Ash							
. 1 Common Elm				14,000			
. 2 Common Elm				14,000			
& 2nds Sycamore				8,000			
g Run Sycamore 50-30-20				13,000			

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in the tract he bought from you which he didn't know he was getting and you didn't know you had. This million feet was neither a gift nor a purchase. It did not figure in the price. It was a find-for him. But

You Lost a Million Feet

or maybe vice versa. Perhaps you sold him a million feet which you thought you had but which he didn't get, in which case

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CHICAGO SEATTLE NEWORLEANS 1750 McCormack Rldg, 526 Henry Bldg, 1248 Whitney-Central Bldg.

heavy enough to indicate any pronounced shortage. Thick maple is in heav, request, with the supply seemingly exhausted in this locality. mainly ecause of the car shortage.

The hardwood flooring concerns are handling more maple than for some time, when they can get it, the public of late showing a decided inclination to favor the maple floor over oak or other hardwoods. Nearly all cypress items are enjoying more than a fair demand, the cypress market, in fact, being better than for some time past. Tank stock is active and the volume of inquiry indicates still bigger business in the near future. The retail trade, particularly the small town dealers, make up the bulk of their requirements in mixed car orders. Prices show no tendency toward dropping with the coming of the New Year, business getting still better, with the result that those who were allowing stocks to get low anticipating easier quotations near the holidays, find themselves forced to pay even higher prices in order to replenish their depleted stocks. Shingles and lath are in good request, with the supply low and inadequate to meet any sudden large demand, with the result that prices are being maintained on a high level.

=< CLEVELAND ≻=

Although weather conditions have been severe during the last fortnight, contractors as a rule have kept their word that they would contime building right through the winter, and this has been cause for movement of additional supplies of many hardwoods into consuming channels. Much of the work in which these materials is used is residence construction, which the owners want completed by early spring. This winter activity has served to strengthen the market from the retailer's point of view. All low-grade hardwood lumber, including poplar, basswood, chestnut and gum, is very scarce, and while not actually higher in prices, is sparingly offered. Maple flooring, which is being used largely of late, is getting firmer, and subject to early advance, as local interests believe. No. 1 oak flooring is oversold in virtually all quarters, and prices are considerably higher. Mahogany is somewhat firmer than it has been, there being a little more call for it among the high-class residence builders. For the most part, however, there is little call for this material in Cleveland, birch being used instead. While these activities speak well for the retail yards at present, the early future is not bright, according to the wholesalers. Because of the embargo out on goods by all railroads, the hardwood business has been crippled for the wholesaler, and his market is practically at a standstill. Efforts to relieve the car congestion have been without result. This has served to further the stagnation.

---≺ *TOLEDO* >--

There is little change in the hardwood situation here. Considering the period of the year, there is a good call for hardwoods both from the factories and other sources. The general demand is excellent and prospects point to a nice line of railroad orders for the coming season. The automobile industry in Toledo will be far above anything ever experienced here before and will help out the lumber market to a considerable extent. The Willys-Overland Automobile Co., in an unprecedented convention, where salesmen from every section of the country were brought to Toledo on special Pullman trains, placed before they left orders which have already aggregated more than 170,000 cars or \$160,000,000 worth of business. This was a stupendous undertaking and marvelously successful. Building operations in Toledo continue active despite the extremely cold weather, and plans for spring business are heavy. Owners of yards are now preparing for their annual inventory after which they will be in the market for renewed supplies.

=< INDIANAPOLIS >=

Business conditions with the hardwood lumber trade have been such during the last week as to assure the steady current of orders that has prevailed throughout 1916 until the close of the year. Many of the leading men in the hardwood industry are pleased to admit that the current year has brought a larger volume of business than they had anticipated, and with the approach of a new year they face the future with optimism.

The closing of the months generally regarded as a part of the active building season has brought no perceptible decrease in orders as the consuming industries have been very busy, and already have booked orders in many instances that will demand capacity production for several months. Practically all of the consuming plants in Indianapolis and throughout central Indiana are operating at capacity, this applying to veneer mills, furniture manufactories, car building shops, implement factories, and kindred industries.

Much heavy timber is being used in bridge construction work, and contracting builders report lively estimating for work to be undertaken next year. Transportation difficulties continue to trouble the lumber trade although the feeling prevails that the situation is somewhat relieved over conditions prevailing two weeks ago.

=≺ EVANSVILLE **>**=

Trade with the hardwood lumber manufacturers of Evansville and southern Indiana is only fair as many of the manufacturers are getting things in shape for the new year. Business has been, however, moving along all right and all up town mills report that they have been getting a fair lot of business. Manufacturers are of the opinion that there will be sharp advances in prices on some grades of lumber after the first of the year. Walnut continues in good demand, but plain quartered white oak has not been so active during the past month. The call for the low grades of poplar has been strong and river mills continue to get many inquiries for quartered sycamore. Ash is fair, elm is very strong, and cherry and beech are moving along fairly well. The various box and automobile factories have been buying cottonwood in considerable quantities during the past few weeks. Collections are good. Many inquiries for export business are being received by the local manufacturers. Wood consuming factories are being operated on full time and have been buying up a great deal of gum which continues in brisk demand. The general opinion of lumber manufacturers and owners of wood consuming factories in this section is that trade will start off all right with the beginning of the new year. General trade conditions are very good. Building operations are fairly active and most of the planing mills are being operated on steady time. Sash and door men report good trade. Many of the plow factories in Evansville are running extra time. Wagon and carriage manufacturers report a live trade. Table, desk and chair factories are doing a nice business.

Considering all conditions Nashville hardwood dealers have wound up a very satisfactory year for 1916. Business has shown marked improvement throughout the year, and was moving most satisfactorily up to the time of the big car shortage that came during the latter half of the year. Prices have been fairly well maintained. Stocks are now much below the average for the end of the year, and Nashville dealers look forward to 1917 with optimism, and predict that business will hold good during the year. Good demand and better values are predicted by some of the strongest men in the trade. The year closed with the usual holiday quietness. The car shortage continues to be a factor of important proportions.

——≺ LOUISVILLE >———

Unless all signs fail business in 1917 will be as large as if not larger than it was in 1916, which has undoubtedly been a great season. It is the general opinion that business will be good whether the war troubles are settled or not. In case peace is declared a big export movement is looked forward to, and in case war is continued it is thought that domestic demand will continue good on account of the general prosperity of the country. At present there is a big demand for all kinds of hardwood, mahogany and walnut being especially active, and walnut buyers are busy scouring the country for logs. Oak and poplar are stiffening in price and demand, while gum continues to feature sales. Cottonwood is scarce and hard to obtain. The same condition applies to chestnut. Veneers and gluedup stocks can hardly be supplied, the demand being so great. The best feature of the December market has been that consumers of hardwoods have not slowed up in their buying, but are placing orders and a lot of new business is being carried over into the new year, the usual invoicing dullness so far having had no appreciable effect. The outlook is for a steady run of good business during the early part of 1917, it is said.

====< MILWAUKEE >=

This is a season of the holiday vacation for the hardwood jobbers and from now until the first of January but little business will be transacted. Most of the industrial plants using lumber will be shut down for the annual inventory and the holiday rest period, so that there will be very little for the salesmen to do. The condition of the hardwood market, however, has been very satisfactory up to now. Practically every item has shown strength and a general advance of \$1 in each is reported. Buyers have been in the market for stocks to be delivered after the first of the year, but in view of the possible further advance there are but few offerings.

It is expected that the shut-down period will do much to assist in relieving the car situation. Railroads have placed embargoes on eastern shipments, which have not only held back deliveries of lumber but have tied up many more cars which are standing loaded on track with various merchandise and material. During the next week or ten days while the lumber industries are closed down, there is a chance of having a supply of empty cars coming back from the East so that when operations are resumed there will be cars available to ship goods from here. Rush order shipments during the recent period have been routed in round-about ways in order to reach the destination.

Lumber concerns which have undertaken logging operations in the woods have been favored with ideal weather. The labor situation has also been improved to some extent. There are more men available now, although it is stated that the help is unsatisfactory. The high wages paid have induced many men to work in the woods who are not experienced and consequently not so capable as the regular lumberjack. There is so much work that the men are continually drifting from one camp to another so that the foremen can hardly tell from day to day how many men will be on the job.

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has long been conceded the best teacher and the warnings of experience the most reliable. The experience of insurance mediums specializing on lumber manufacturing plants is that 75% or more of the annual FIRE LOSSES occur after the middle of July.

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EMPLOYES WANTED

WANTED - COMPETENT TRAVELING

Lumber buyer and inspector, who has another connection, to buy walnut lumber for us on the side. Address "BOX 125," care HARDWOOD RECORD.

LOGS WANTED

WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

TIMBER LANDS FOR SALE

GOOD TRACT TENNESSEE HARDWOOD

For Sale-20,000 acres at \$10 per acre. Will cut 4,000 to 5,000 feet per acre. 60% White Oak, balance Poplar, Chestnut and other Oak. If interested write E. A. ARMSTRONG, Box 328. Lebanon, Tenn.

TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

TIMBER ESTIMATING

TIMBER ESTIMATING

THOS. J. McDONALD,

Forest Engineer.

East Tennessee Bank Bldg..

Knoxville, Tennessee.

TIMBER ESTIMATORS

Sanborn & Gearhart, Asheville, N. C.

HARDWOOD TIMBER ESTIMATOR NORTHERN, SOUTHERN AND TROP-ICAL TIMBER

D. E. Lauderburn, Forest Engineer, 158 Fifth Avenue, New York, N. Y.

MACHINERY FOR SALE

FOR SALE COMPLETE SAWMILL

Fay & Egan 6' Band Mill with 8" steam feed. Allis-Chalmers heavy carriage, 72x18 boiler with heater and pump, 75 H. P. Houston-Stanwood & Gamble engine, log haul-up with cable, log turner with chains, Sinker-Davis side edger. Sturtevant fan with complete new sawdust blowpipe system, with all necessary fittings, piping, valves, extra band saws, shafting and pulleys. The price on same is \$3500 net cash, F. O. B. Cincinnati, and can be seen at the FREIBURG LUMBER CO., Cincinnati, O.

FOR SALE

Circular sawmill. Will take lumber in payment, THE WALNUT LUMBER CO., Indianapolis, Ind.

BUSINESS OPPORTUNITIES

FOR SALE

Double circular sawmill, Knight three-head block carriage, Knight log turner, Sidney swing cutoff saw, Hoosier self-feed ripper, Egan bolter, 1 dimension stock ripper, 3 Crooker-Wheeler motors, sawdust and wood carriers.

Located on railroad with private switch, lumber and dimension stock sheds. Everything in A1 condition. All electric power, cheaper than steam. Plenty of available hardwood timber for ten years. Must sell to settle estate.

For further particulars write to "SAWMILL," Box 561. Bluffton, Ohio.

BARGAIN SALE

5,000,000 ft. extra fine timber, complete sawmill and handle factory; 2 Ober lathes; 2 variety lathes; sander and all other machines. cheap labor. Upland country; six months' orders on hand, good prices. Address "BARGAIN," care Hardwood Record.

FOR SALE IN HELENA

A hardwood concentrating yard, fully equipped, on two railroads, room for expansion. Write "BOX 78," Helena, Ark., for particulars.

LUMBER FOR SALE

THIN QTD, WHITE OAK LUMBER FOR SALE

4 cars % and $7_{\rm 0}$ quarter sawn white oak veneer backing boards, FAS and select grade, 6''to 14" wide, mostly 8" to 11" wide, 10' to 16' long.

WILLIAMSON-KUNY MILL & LUMBER CO., Mound City, Illinois.

FOR SALE

3 cars each inch No. 1 and No. 2 Com. Ash. 1 car each inch No. 1 Com. Red and Sap Gum. 1 car each inch FAS Sap and Red Gum. 20 cars 1" No. 1 Com. Soft Southern Tupelo Gum. CORNELIUS LUMBER CO., Wright Bldg., St. Louis, Mo.

LUMBER WANTED

WANTED 10/4 NO. 1

Common and better hickory, to be shipped green from the saw. Will send inspector to load, where quantity justifies, and pay cash. Can use unlimited amount. Address,

LOVE, BOYD & CO., Nashville, Tenn.

CASH FOR INCH SQUARES

42", 48", 54" maple, beech, birch, now or later. We buy lumber, ties, piles, posts, fuelwood, etc. JUDY FOREST PRODUCTS COMPANY, Chicago.

WANTED

4 4, 5 4 and 6 4 No. 2 and No. 3 common Cottonwood. Also same thing in Basswood, H. C. STONE LUMBER CO., Peoria, III.

WANTED-LARGE QUANTITY

Of 1", 114", 112" and 2" 1sts and 2nds Black Walnut. Quote prices delivered here. RICE VENEER & LUMBER CO., Grand Rapids, Mich.

DIMENSION STOCK WANTED

WANTED-SEVERAL CARLOADS

Maple, beech or birch squares 1" to 114" by 312' 412' in length. Write for particulars. J. FINLAY & SONS CO., Norwood, Ont., Can.

DIMENSION STOCK FOR SALE

FOR SALE

1 car 2x2-24, 36 & 48" clear Sap Gum Squares.

1 car 2x2-24, 36 & 48" clear Oak Squares. Can make prompt shipment and also cut other lengths. Write for delivered prices.

PROBST LUMBER CO., Cincinnati, O.

VENEERS FOR SALE

FOR SALE

 $150~\mathrm{M'}$ 1/20 quarter sawn white oak veneer, select common grade, good figure, $6^{\prime\prime}$ to 14" wide, largely 8" to 11" wide, 10' to 16' long.

WILLIAMSON-KUNY MILL & LUMBER CO., Mound City, Illinois.

MISCELLANEOUS

A LARGE BANKING HOUSE DESIRES TO PURCHASE A WELL-PROTECTED INDUS-TRIAL PREFERRED STOCK, NOTE OR BONDISSUE, OR A PROPERTY ITSELF; OR A PUBLIC UTILITY BOND ISSUE, NOTE ISSUE OR PROPERTY; SUCH PURCHASE TO AMOUNT TO NOT LESS THAN \$1,000,000. CORRESPONDENCE TREATED IN CONFI-DENCE. ADDRESS F. O. MARCH, 71 BROAD-WAY, NEW YORK CITY.

Timberland Loans

Loans to lumbermen or timber owners negotiated with the precision of practice which results from 36 years experience.

Long or short terms. Amounts from \$50,000 up, as conditions warrant.

AMES D. P CEY IMBER (0

332 South Michigan Avenue, Chicago

HARDWOODS FOR SALE

LUMBER

ASH

NO. 1 C. & BTR., 6-4", about 75% FAS, 25% O. 1 C. BLISS-COOK OAK COMPANY, No. 1 C. BLISS-COOR SHEET BISSVIlle, Ark.
NO. 2 C. 4 4", I yr. dry. G. ELIAS & BRO.,
Inc., Buffalo, N. Y.
FAS 5 7" 6" & up, large per cent 10" & up;
HOFFMAN BROS.

Inc., Buffalo, N. Y.
FAS 5 N. 6" & up, large per cent 10" & up;
COM. & BTR. 4, 4", black. HOFFMAN BROS.
COMPANY, Fort Wayne, Ind.
FAS 6/4" to 12/4" reg. wdth., 8 to 16', 4 mos.
dry; NO. 1 C. 5/4" to 16-4", reg. wdth. & lgth.,
4 mos. dry; NO. 2 C. 4/4", reg. wdth. & lgth.,
4 mos. dry; LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.
NO. 2 C. & BTR. 4/4", reg. wdth. and lgth.,
MEG.

ER CO., Big Creek, Texas.

NO. 2 C & BTR. 4/4", reg. wdth. and lgth.,
mos. dry._ LITTLE ROCK LBR. & MFG. dry. L. Rock

CO., Little Rock, Ark.

NO. 1 C. & NO. 3 C., both 4/4", reg. wdth. & lgth., 8 mos. dry. FAS 4/4", 12" & up, reg. lgth., 6 mos. dry. NICKEY BROS. INC., Memphis. Tenn.

NO. 2 C. & 14 mos. dry. Ind. & BTR. 4/4", ran. wdth. and lgth., cy. J. V. STIMSON, Huntingburg.

BASSWOOD

NO. 2 C. 4/4", 1 yr. dry. G. ELIAS & BRO. INC., Buffalo, N. Y. NO. 2 & BTR. 4/4", av. wdth. and lgth. A. GOODYEAR LUMBER CO., Tomah.

Wis.

NO. 1 C. & NO. 2 & BTR., both 5/4", reg. wdth. and lgth., 8 mos. dry, NO. 2 & 3 C. 4/4", reg. wdth. and lgth., 8 mos. dry, G. W. JONES LUMBER CO., Chicago, Ill.

NO. 1 & BTR. 4/4", av. wdth. & lgth., 10 mos. dry. RICE LAKE LUMBER CO., Rice Lake, Wis.

BEECH

NO. 3 C. 4/4" & 6/4", reg. wdth. and lgth., 2 mos. dry; NO. 2 C & BTR. 6/4", reg. wdth. and lgth., 2 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich. NO. 1 C. 5/4", 1 yr. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.

BIRCH

NO. 3 C. 5/4", reg. wdth. and lgth., 10 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.
NO. 3, 5/4". C. A. GOODYEAR LUMBER CO., Tomah, Wis.
FAS, NO. 1 C., & NO. 2 C., all 4/4" reg. wdth. and lgth., 8 mos. dry; NO. 3 C 4/4" & 5/4", reg. wdth. and lgth., 8 mos. dry. G. W. JONES LUMBER CO., Chicago, III.
NO. 1 & BTR. red, 4/4" to 8/4", 5" & up, 8' & longer, 10 mos. dry; NO. 1 & BTR. unsel., 4/4" to 8/4", av. wdth. and lgth., 10 mos. dry; 1 & 2 FACE, 4/4", 5" wide, 6' & longer, 10 mos. dry; 10 mos. dry; 10 c. 2 & 3 C. 4/4", 4" wide, 6' & 8', 10 mos. dry; NO. 2 & 3 C. 4/4", ran. wdth. and lgth., 1 yr. dry. RICE LAKE LUMBER CO., Rice Lake, Wis.

CHERRY

COM. & BTR. 4/4", HOFFMAN BROTH-ERS COMPANY, Fort Wayne, Ind. NO. 2 C & BTR. 4/4", ran. wdth. and lgth., 10 mos. dry. J. V. STIMSON, Huntingburg, Ird.

FAS & LOG RUN, both 4/4", 10" & wider, reg, lgth., 4 mos. dry. WOOD MOSAIC COMPANY, New Albany, Ind.

CHESTNUT

SOUND WORMY 4/4", reg. wdth. and lgth., ry. G. W. JONES LUMBER CO., Chicago, dry. G Illinois.

NO. 2 C & SOUND WORMY 8/4", 4" and up, 8' to 16', 18 mos, dry. YEAGER LUMBER COMPANY, Buffalo, N. Y.

COTTONWOOD

FAS 4/4", reg. wdth. & lgth., 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

CYPRESS

NO. 1 C. 8/4". BLISS-COOK OAK COM-PANY, Blissville, Ark. SHOP & BTR. 6/4" & 8/4", reg. wdth. and Igth., 4 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

ELM—SOFT

FAS 8/4", 18 mos. dry. G. ELIAS & BRO. INC., Buffalo, N.

LOG RUN 12/4", reg. wdth. and lgth., dry. G. W. JONES LUMBER CO., Chicago. NO. 3 & BTR. 4 4", av. wdth. and lgth., 10 mos. dry. RICE LAKE LUMBER CO., Rice

Lake, Wis.

LOG RUN 4/4". SOUTHERN PINE LUM-BER CO., Texarkana, Tex.

GUM-SAP

FAS 5/8", reg. wdth. and lgth., dry; NO. 2 C 6'4", reg. wdth. and lgth., dry. G. W. JONES LUMBER CO., Chicago, Ill.
NO. 2 C. & BTR, 3 4", reg. wdth, and lgth., 1 mo. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.
NO. 1 C. 5/4", reg. wdth. & lgth., 10 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big

Creek, Texas.

NO. 1 C, 4/4", reg. wdth. and lgth., 3 mos. dry; NO. 1 C, 6/4", reg. wdth. and lgth., 60 days dry. PHILIP A. RYAN LUMBER CO., Lufkin, Tex.

FAS. & NO. 1 C. 4'4", reg. wdth. and lgth., 3 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

GUM—PLAIN RED

NO. 1 C. & BTR. & FAS. 64", reg. wdth. and lgth., 30 days dry. PHILIP A. RYAN LUMBER CO., Lufkin, Tex. FAS 4/4"; NO. 1 C. 4'4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

GUM—QUARTERED RED

GUM—QUARTERED RED

NO. 1 C. \$/4", reg. wdth. and lgth., dry.
G. W. JONES LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR. \$4", reg. wdth. and lgth., 2 mos. dry, sap no defect. LITTLE ROCK
LUMBER & MFG. CO., Little Rock, Ark.

COM. & BTR. 4/4", ran. wdth. and lgth., \$/12 mos. dry, sliced boards highly figured. LOUISVILLE VENEER MILLS. Louisville. Ky.

NO. 3 C. 4/4", reg. wdths. and lgths., 7 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS & NO. 1 C., FIG., both 4/4", reg. wdth. and lgth., 10 mos. dry. STIMSON VENEER & LUMBER CO., Memphis, Tenn.

GUM—TUPELO

NO. 2 C. & BTR. 4/4", reg. wdth. and lgth., reen. LITTLE ROCK LUMBER & MFG. green. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark. COM. & BTR. 4/4", reg. wdth. and lgth., 6 mos. dry. NICKEY BROS., INC., Memphis,

Tenn.

HICKORY

NO. 1 C. 8/4", 4" & wdr., 2 yrs. dry. BLAKE-SLEE, PERRIN & DARLING, Buffalo, N. Y. FINE, cut to order. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark. FAS 4/4" to 8/4", 4" & up, 8", 16 to 18 mos. dry; NO. 1 C. 4/4" to 8/4", 4" & up 6" to 16", 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

HOLLY

CUT to order. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

MAGNOLIA

LOG RUN 4/4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, all 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON-MARSH MAHOGANY COMPANY, Chicago, Ill.

MAPLE—HARD

NO. 1 C. 4/4, 5/4, 6/4 & 8/4", good wdth., 50%, 14 & 16', 2 yrs. dry. ATLANTIC LUMBER COMPANY, Buffalo, N. Y. NO. 1 C. 4/4 to 16/4", 4" & wdr., 13 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 3 C. 4/4", reg. wdth. and lgth., 9 mos. dry; NO. 3 C. 5/4", reg. wdth. and lgth., resawn to 5/8", 1 yr. dry; NO. 3 C. 6/4", reg. wdth. and lgth., 10 mos. dry; NO. 1 C. & BTR. 10/4", reg. wdth. and lgth., 10 mos. dry, end dried white. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C. 12/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS 3/8"; COM. & BTR. 4'4". HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind.

OAK-PLAIN RED

S 6/4", good wdth., 50% 14' & 16', 2 yr. ATLANTIC LUMBER CO., Buffalo, FAS 6/4 NO. 1 C. 6/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS 5 8"; FAS 5 4", 11" & up. HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind. FAS 4/4", reg. wdth. & lgth., 5 mos. dry; NO. 1 C., 4/4", 25% 10" & up. 65% 14 to 16', 5 mos. dry; NO. 2 C. 4/4", reg. wdth., 50% 14' to 16', 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

FAS 5/8 & 3/4", reg. wdth. and lgth., 10 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS 4/4", reg. wdth. and lgth., 4 mos. dry. PHILIP A. RYAN LUMBER CO., Lufkin, Tex. NO. 2 C. 4 4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

FAS 4.4", reg. wdth. and lgth., 8 mos. dry; NO. 1 & 2 C. 4/4", reg. wdth. and lgth., 10 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

FAS 4/4", ran, wdth. and lgth., 10 mos. dry. J. V. STIMSON, Huntingburg, Ind.

FAS 3/4" & 4/4", reg. wdth. and lgth., 1 yr. dry. STIMSON VENEER & LBR. CO., Memphis, Tenn.

FAS 4/4", 8 mos. dry, Arkansas stock; NO. 2 C. 4/4", 16 mos. dry. Indiana stock. VAIL COOPERAGE COMPANY, Fort Wayne, Ind. NO. 2 C. & BTR. 4/4" to 8/4"; NO. 2 C. & BTR. 3/4", soft, wide and dry. WILLETT LUMBER CO., Louisville, Ky.

FAS 4/4" to 16/4", 6" & up. 8' to 16', 18 mos. dry; YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS 4 4", reg. wdth, and lgth., 8 mos. dry, LITTLE ROCK LUMBER & MFG, CO., Little

LITTLE ROCK LUMBER & MFG. CO., Little Rock. Ark.
FAS 4/4", 10" & up, reg. lgth., 10 mos. dry;
CLEAR SAP STRIPS 4/4", 2½-3½", reg. lgth., 8 mos. dry; FAS STRIPS 4/4", 4-5½", reg. lgth., 10 mos. dry. NICKEY BROS., INC., Memphis, Tenn.
NO. 1 C. 4/4", ran. wdth. and lgth., 2 yrs. dry. J. V. STIMSON, Huntingburg, Ind.
FAS 4/4", reg. wdth. and lgth., 14 mos. dry;
NO. 1 C. & NO. 2 C. 4/4", reg. wdth. and lgth., 10 mos. dry. STIMSON VENEER & LBR. CO.. Memphis, Tenn.
NO. 2 C. & BTR. 4/4", 20 mos. dry, Indiana stock. VAIL COOPERAGE COMPANY, Fort Wayne, Ind.

Wayne, Ind.

OAK-PLAIN WHITE NO. 1 C. 4/4 & 5/4", good wdths., 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 1 C., 8/4 & 12/4", 4" & wdr., 2 yrs. dry.
BLAKESLEE, PERRIN & DARLING, Buffalo,

BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4", 9" & wdr., bone dry. BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 8/4", 25% 10" and wdr., 60% 14-16', 5 mos. dry; NO. 2 C., 4/4" reg. wdth., 55% 14-16', 3 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

NO. 1 C. %", reg. wdth. and lgth., 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS 4/4", reg. wdth. and lgth., 2 yrs. dry; NO. 1 C. & NO. 2 C., 4/4", reg. wdth. and lgth., and lgth., 6 mos. dry. FAS, NO. 1 C. & NO. 2 C., 4/4", reg. wdth. and lgth., 6 mos. dry. PHILIP A. RYAN LUMBER CO., Lufkin, Tex.

FAS, NO. 1 C & NO. 2 C., all 4/4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

FAS 4/4", reg. wdth. and lgth., 8 mos. dry; NO. 1 C. & NO. 2 C., 4/4", reg. wdth. and lgth., 10 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

10 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex. NO. 1 C. 5/4", ran. wdth. and lgth., 16 mos. dry. J. V. STIMSON, Huntingburg, Ind. FAS 5/8", reg. wdth. and lgth., 14 mos. dry. STIMSON VENEER & LBR. CO., Memphis,

STIMSON VENEER & LBR. CO., Manner, Tenn.

FAS 4/4", 8 mos. dry, Arkansas stock; NO. 2 C. 4/4", 16 mos. dry, Indiana stock. VALL
COOPERAGE COMPANY, Fort Wayne, Ind.
NO. 2 C & BTR. 4/4"; THICK 2x6" to 2x12"

-10' to 16', sound square edge. W. R. WILLETT LUMBER CO., Louisville, Ky.
FAS 4/4" to 16/4", 6" & up. 8' to 16', 18 mos.
dry; NO. 1 C. 4/4" to 16/4", 4" & up. 8' to 16', 18 mos. dry; NO. 1 C. 4/4" to 16/4", 4" & up. 8' to 16', 18 mos. dry; NO. 1 C. 4/4" to 16/4", 4" & up. 8' to 16', 18 mos. dry; NO. 1 C. 4/4" to 16/4", 4" & up. 8' to 16', 18 mos. dry, YEAGER LUMBER COMPANY, Buffalo, N. Y.

OAK—QUARTERED WHITE

FAS 7/8", 12" & up. HOFFMAN.BROTH-ERS COMPANY, Fort Wayne, Ind.
NO. 1 C. & BTR. 4/4", reg. wdth. and lgth.,
8 mos. dry; FAS 4/4", 10" & up, reg. lgth.,
50% 1/16" scant on heart edge, bone dry.

HARDWOODS FOR SALE

LITTLE ROCK LUMBER & MFG. CO., Little

LITTLE ROCK LUMBER & MFG. CO., Little Rock. Ark.

COM. & BTR. ¼", 6" & up, reg. lgth., 6 mos. dry; COM. & BTR. ½", 4" & up, reg. lgth., 1 yr. dry; COM. & BTR. ¾", reg., whith. and lgth., 1 yr. dry; COM. & BTR. ¼", reg., whith. and lgth., 8 mos. dry; FAS ¾", 6" & up, reg. lgth., 20 mos. dry; FAS 4/4", 10" & up, reg. lgth., 20 mos. dry; FAS 4/4", 10" & up, reg. lgth., 20 mos. dry; NO. 1 C. ½", 4" & up, reg. lgth., 8 mos. dry; NO. 1 C. ½", 7" & up, reg. lgth., 1 yr. dry; NO. 1 C. ¾", 7" & up, reg. lgth., 1 yr. dry; NO. 1 C. ¾", 7" & up, reg. lgth., 1 yr. dry; NO. 1 C. ¾", 7" & up, reg. lgth., 10 mos. dry; NO. 1 C. ¾", 8" & up, reg. lgth., 10 mos. dry; NO. 1 C. ¾", reg. wdth. and lgth., 1 yr. dry; Mr. 10 mos. dry; NO. 1 C. 5781PS, ¾", 2½-5½", reg. lgth., 10 mos. dry; FAS STRIPS ¼", 4-4½" and 5-5½", reg. lgth., 8 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. 5/4", reg. wdth. and lgth., 3 mos. dry. PHILIP A. RYAN LUMBER CO., Lufkin, Tex.

NICKEY BROS., INC., Memphis, Tenn.
NO. 1 C. 5/4", reg. wdth. and lgth., 3 mos.
dry. PHILIP A. RYAN LUMBER CO., Lufkin, Tex.
FAS & NO. 1 C. 4/4". SOUTHERN PINE
LUMBER CO., Texarkana, Tex.
NO. 1 C. & NO. 2 C. 4/4", reg. wdth. and
lgth., 1 yr. dry. SOUTH TEXAS LUMBER
CO., Houston, Tex.
NO. 1 C. 6/4", ran. wdth. and lgth., 14 mos.
dry; NO. 2 C. 4/4", ran. wdth. and lgth., 16
mos. dry; NO. 1 C. STRIPS 4/4", 2-4", ran.
lgth., 18 mos. dry; CLEAR STRIPS, 4/4",
2½-4½" and 2½-3", both ran. lgth. and 1s
mos. dry. J. V. STIMSON, Huntingburg, Ind.
FAS 1/2", reg. wdth. and lgth., 1 yr. dry;
FAS 3/4", reg. wdth. and lgth., 10 mos. dry;
FAS 3/4", reg. wdth. and lgth., 15 mos. dry;
NO. 1 C. 3/8" & 1/2", reg. wdth. and lgth.,
11 mos. dry, STIMSON VENEER & LBR.
CO., Memphis, Tenn.
NO. 2 & BTR. 4/4", 20 mos. dry. Indiana
stock. VAIL COOPERAGE COMPANY, Fort
Wayne, Ind.
NO. 2 & BTR. 4/4" to 6/4", 10" & wider,
separated, dry. W. R. WILLETT LUMBER
CO., Louisville, Ky.

OAK—MISCELLANEOUS

CAR TIMBERS 14x14" and smaller, 20' and shorter. SOUTHERN PINE LUMBER CO., Texarkana, Tex.

shorter. SOUTHERN PINE LUMBER CO., Texarkana, Tex. NO. 1 C. & BTR. SOUND WORMY, pl. and qtd., white, 4/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

POPLAR

POPLAR

COM. & BTR. 4/4". HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind.
COM. & BTR. 5/8" to 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.
FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL. 4/4", 15" & up. 50% 14 & 16', 8 mos. dry; SAP & SEL. 4/4", 12" & up. 50% 14 & 16', 8 mos. dry; NO. 1 C. 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry. NORMAN LUMBER CO., Louisville, Ky.
FAS 4/4", ran. wdth. and lgth., 14 mos. dry, sap no defect. J. V. STIMSON, Huntingburg, Ind.

Ind.

NO. 2 C. & BTR. 5/8" to 16/4", good wdths. and lgths. W. R. WILLETT LUMBER CO. Louisville. Ky.

NO. 1 & 2 PANEL 5/8", 5/4" & 6/4", 18" & wider, reg. lgth., 1 yr. dry; FAS 5/8", 3/4", 7/8", 4/4", 5/4", 6/4", 8/4" & 12/4", 7" to 17", reg. lgth., 1 yr. dry; SAP & SELECTS, 5/8", 4/4", 5/4", 6/4" & 8/4", 5" & up. reg. lgth., 1 yr. dry; NO. 1 C. 5/8" & 4/4", 5" & up. reg. lgth., 1 yr. dry; NO. 2 C. 5/8", 5" & up. reg. lgth., 1 yr. dry; NO. 2 C. 5/8", 5" & up. reg. lgth., 1 yr. dry. WOOD-MOSAIC COMPANY, New Albany, Ind.

SYCAMORE

LOG RUN, M. C. O., 4/4", reg. wdth., 50% 14 to 16', 6 mos. dry. LIBERTY HARDWOOD LBR. CO., Big Creek, Tex.

WALNUT

FAS 3/8"; COM. & BTR. 4/4" to 8/4". HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind.
FAS & NO. 1 C. 5/8" to 8/4", very dry.
HUDDLESTON-MARSH MAHOGANY CO.,

COM. & BTR. 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

ALL grades and thicknesses. PENROD WALNUT & VENEER CO., Kansas City,

NO. 1 C. & BTR. 8/4", ran. wdth. and lgth., 16 mos. dry; NO. 2 C. & BTR. 4/4", ran. wdth.

and lgth., 16 mos. dry; NO. 2 C. 4'4", ran. wdth. and lgth., 18 mos. dry. J. V. STIMSON, Huntingburg, Ind.

DIMENSION LUMBER

ASH

CLEAR 1½x2-41", 6 mos. dry. PROBST LUMBER CO., Cincinnati, O.

CLEAR, 2x2-40", 3 mos. dry; CLEAR 2x2-19", 3 mos. dry; CLEAR, 2x2-30", 3 mos. dry. PROBST LUMBER CO., Cincinnati, O.

PL. & QTD. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

VENEER—FACE

ASH

LOG RUN, brown, rty. cut, any thickness up to 98" in lgth.; CLEAR FACE, brown, rty. cut, any thickness up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

BIRCH

LOG RUN, rty. cut, any thickness up to 98" in lgth.; CLEAR FACE, rty. cut, any thickness up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

GUM—RED

FAS, QTD, 1/8" & 3/16", 6" & up, 12' & up, kiln-dried; SLD. FIG. 1/20", 6" & up, 7' to 12', kiln-dried. EVANSVILLE VENEER COMPANY, Evansville, Ind. QTD., FIG'D., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

PLAIN & FIGURED, 1/28 to 1/4". Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, III.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK-PLAIN

FAS, RED, 1/8", 6" & up, 12' & up, kilndried. EVANSVILLE VENEER CO., Evansville, Ind.

RED and WHITE, sawed, all thicknesses.
HOFFMAN BROTHERS CO., Fort Wayne,

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

FAS, RED, 1/8", 6" & up, 12' & up, kilndried; SAWED, & SLD., WHITE, 1/20", 6" & up, 8' to 16', kiln-dried. EVANSVILLE VENEER COMPANY, Evansville, Ind. RED & WHITE, all thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne,

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

CLEAR 1/8" & 3/16". 12" to 15". 14' & 16', ln-dried. EVANSVILLE VENEER CO., kiln-dried. EV Evansville, Ind.

WALNUT

SLD. 1/24", 6" & up, 8' to 12', kiln-dried. EVANSVILLE VENEER COMPANY, Evans-

EVANSVILLE VENEER COMPANY, EVANSVILE, Ind.
ALL thicknesses, sawed. HOFFMAN BROS.
COMPANY, Fort Wayne. Ind.
ANY thicknesses, LOUISVILLE VENEER
MILLS, Louisville, Ky.
SL. & RTRY. CUT. HUDDLESTONMARSH MAHOGANY CO., Chicago, Ill.
ANYTHING in walnut. veneers, pl. & fig.,
rty. and sliced. PICKREL WALNUT COMPANY, St. Louis, Mo.

CROSSBANDING AND BACKING

ASH

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

BASSWOOD

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFURD VENEER COMPANY, Medford, Wis.

BIRCH

ANY thickness, up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford. Wis.

ELM

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky_

MAPLE

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS & TOPS ASH

3 and 5 PLY. WISCONSIN CABINET & PANEL COMPANY, New London, Wis.

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness LOUISVILLE VENEER MILLS, Louisville, Ky. STOCK SIZES 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill. PLAIN and FIGURED, 3 and 5 ply. WISCONSIN CABINET & PANEL COMPANY, New London, Wis.

OAK

OAK

ANY thickness. LOUISVILLE VENEER

MILLS. Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes.
good 1S and 2S. HUDDDLESTON-MARSH

MAHOGANY CO., Chicago, Ill.
PLAIN RED and QTD. RED and WHITE.
3 and 5 ply. WISCONSIN CABINET &
PANEL COMPANY, New London, Wis.

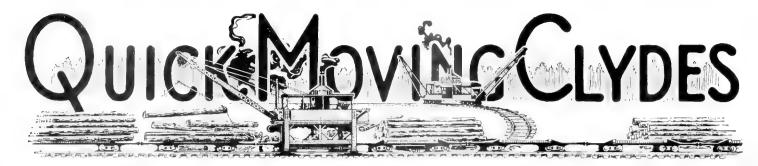
WALNUT

ANY thickness. LOUISVILLE VENEER

MILLS. Louisville, Ky.
PLAIN and FIGURED, 3 and 5 ply. WISCONSIN CABINET & PANEL COMPANY,
New London, Wis.

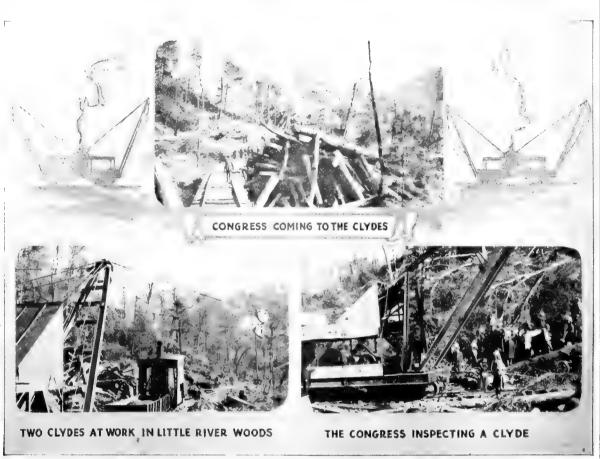
New London, Wis.
PLAIN and FIGURED veneers. PENE
WALNUT & VEN. CO., Kansas City, Mo.

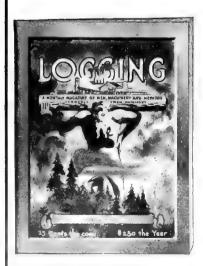




APPALACHIAN LOGGING CONGRESS

Meets in Knoxville and Takes Trip to Townsend





A full account of the meeting and of the subsequent trip to the woods operations of the Little River Lumber Company will be found in the November number of "LOGGING." We will be glad to send a sample copy of this number upon request.

CLYDE IRON WORKS

Manufacturers of Machines for EVERY Logging Operation Head Office and Factory at DULUTH, MINN., U.S.A.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

We have the following to offer at low prices, for immediate shipment:

2 cars 6/4" No. 1 Com-Btr. Soft Elm. 2 cars 4/4" No. 2 Com-Btr. Northern Michigan Soft Elm. 2 cars 5/4" No. 2 Com-Btr. Rock Elm.

1 car 1x4" one and two face clear Maple Strips 200M' 4,4" No 2 Com-Btr. Michigan Hard Maple.

WE ALSO HAVE A FINE ASSORTMENT OF GOOD BIRCH IN ALL THICKNESSES

FOSTER BROS.

WISCONSIN AND MICHIGAN HARDWOODS Tomahawk, Wis.

"IDEAL" Steel Burnished

Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock, and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send Us Your Inquiries

I. STEPHENSON CO., Trustees Wells, Michigan

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Iron Mountain, car shipments:

Beech No. 2 Com. & Btr., 6/4", Reg. Wdth. & Lgth., 2 Mos. dry.
Beech, No. 3 Com. 4/4" & 6/4", Reg. Wdth. & Lgth., 2 Mos. dry.
Birch, No. 3 Com. 5/4", Reg. Wdth. & Lgth., 10 Mos. dry.
Maple, No. 3 Com. 5/4", Reg. Wdth. & Lgth., 1 yr. dry; Resawn to 5%".

Maple, No. 3 Com. 4/4", Reg. Wdth. & Lgth., 9 Mos. dry.
Maple, No. 1 Com. & Btr., 10/4", Reg. Wdth. & Lgth., 10 Mos. dry.
End Dried White.

Maple, No. 3 Com. 6/4", Reg. Wdth. & Lgth., 10 Mos. dry.

We Have It

WINTER SAWN WISCONSIN HARDWOODS

4/4 to 8/4 Red Birch 4/4 to 8/4 Unselected Birch

Birch 4/4 to 8/4 Plain Birch 4/4 to 6/4 Basswood 4/4 Log run Soft Elm 4/4 No. 3 Soft Elm

4/4 Log run Red Oak 4/4 Log run Hard Maple

Let us quote you prices

RICE LAKE LUMBER COMPANY

Yards and Mills, RICE LAKE, WISCONSIN

We Can Ship at Once

80M 4/4 No. 3 Com. Basswood 20M 5/8 No. 3 Com. Maple 100M 4/4 No. 3 Com. Beech 45M 4/4 No. 3 Com. Birch 18M 5/4 No. 3 Com. Birch

ASK FOR PRICES ROUGH OR WORKED

Our fully equipped planing mill is always running.

EAST JORDAN LUMBER CO.

Manufacturers "IMPERIAL" Maple Flooring

EAST JORDAN, MICH.

"Chief Brand" Maple and Beech Flooring

in $\frac{2}{8}$, $\frac{5}{8}$ and 13-16 and 1 1-16 inch Maple' in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

We are members of the Maple Flooring Manufacturers' Association

BUFFALO

The Foremost Hardwood Market of the East

Buffalo Hardwood Lumber Co.

OUR SPECIALTY
Plain and Quartered Red and White Oak and Ash

940 SENECA STREET

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut,

1100 Seneca Street

Standard Hardwood Lumber Co. OAK, ASH AND CHESTNUT

1075 Clinton Street

T. SULLIVAN & CO. Hardwoods

Ash and Elm

NIAGARA—CORNER ARTHUR

Atlantic Lumber Company HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK Our Specialty: West Virginia and Pennsylvania Cherry 1055 Seneca Street Taylor & Crate
HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller

Hardwoods
of All Kinds

1142 Seneca St.

G. ELIAS & BRO.

HARDWOODS

White Pine, Yellow Pine, Spruce, Hemleck, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK

940 Elk Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

CREED

- ¶ Service—The performance of labor for the benefit of another.
- ¶ To use only clean, vigorous timber.
- To manufacture and season the lumber scientifically and with care.
- ¶ To grade sincerely.
- All—That the manufacturers of furniture, of trim, of agricultural implements, of vehicles, receive such quality as we would ask were we buyers—to serve others as we would be served.

ASH **COTTONWOOD ELM GUM** OAK

GUM-CORE STOCK **BUILT-UP PANELS** DRAWER **BOTTOMS**

GENERAL OFFICES

Anderson-Tully Company

MEMPHIS, TENN.

MILLS: Memphis, Tenn.: Madison, Ark.; Vicksburg, Miss.; Rayville, La.

CHICAGO OFFICE George B. Osgood, Peoples Gas Bldg.

GRAND RAPIDS, MICH., OFFICE Frank B. Lane, Houseman Bldg.

Preparedness

We have mobilized for an emergency

It is well that consumers of lumber familiarize themselves with conditions for an emergency.

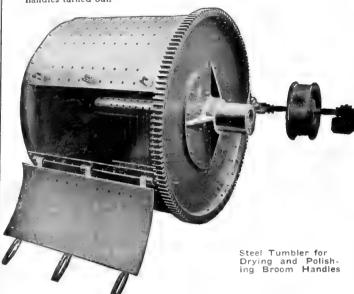
If So

When the crisis comes and you need dry, well manufactured lumber and need it badly, you are prepared, having familiarized yourselves with the quality and character of lumber produced by

STIMSON MILLS

Broom Handle Machinery

Let us tell you about our STEEL TUMBLERS FOR DRY-ING AND POLISHING BROOM HANDLES. This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



CADILLAC MACHINE COMPANY

Complete Line of Broom Handle Machinery

CADILLAC, MICH.

Wanted to Buy

Clear Dry Oak

1 car 2 x 2 —19"

1 car 2 x 2 —30"

Clear Oak

2 cars 11/4 x 21/4-4'6" & 5'

1 car $1\frac{1}{4} \times 2\frac{1}{4} - 36''$

10 cars 2 x 5 —5'6" & 6'

10 cars 2 x 6 --5'6" & 6'

5 cars 2½ x 2½-30"

 $3 \times 3 = -30''$

We will contract for any amount of the above stock for delivery during 1917

WRITE US

PROBST LUMBER CO.

P. O. Drawer 815

CINCINNATI, OHIO



Goodyear Products

BIRCH

Average widths and lengths
4/4 No. 3 8 mos. dry
5/4 No. 3 4 mos. dry
3/4 No. 3 ... 8 mos. dry
5/8 No. 2 ... 8 mos. dry
5/4 No. 2 ... 8 mos. dry

T will be a special pleasure to show you our Birch and Maple. It is all in the upper grades and particularly high-class stock.

Our attention has been focused on the proper manufacture of this lumber, its careful grading and on being able to assure full thicknesses.

C. A. Goodyear Lumber Co.

McCormick Building Chicago, Illinois
Mill located at Tomah, Wis.

FIRMONI ECOPU

Semi-Monthly Twenty-Second Year

CHICAGO, JANUARY 10, 1917

Subscription \$2. Single Copies, 10 Cents.



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—Manufacturers of—
HARDWOODS

ESTABLISHED 1798

Large and well selected stock for prompt shipment

J. Gibson McIlvain & Company Philadelphia, Pennsylvania

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All-the-Year Habit

Grounded on Thirty Years of Practice

-The habit of making our Lumber and Veneers measure up in point of quality and service to the IF-I-WERE YOU kind-Golden Rule Standard

Five Modern Saw Mills and a Veneer Plant Cutting

Oak, Gum, and all other Southern Hardwoods. Manufactured with care from live timber, seasoned properly.

Gum Core Stock, Crossbanding, Built-up Panels and Drawer Bottoms perfectly cut, thoroughly crated.

TO SERVE YOU TODAY IS TO HAVE YOU ENCORE THAT SERVICE TOMORROW

GENERAL OFFICES

ANDERSON-TULLY COMPANY

MEMPHIS, TENN.

MILLS: Memphis, Tenn.; Madison, Ark.; Vicksburg, Miss.; Rayville, La.

GRAND RAPIDS, MICH., OFFICE Frank B. Lane, Houseman Bldg.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

 1x4
 1x 8

 1x5
 1x 9

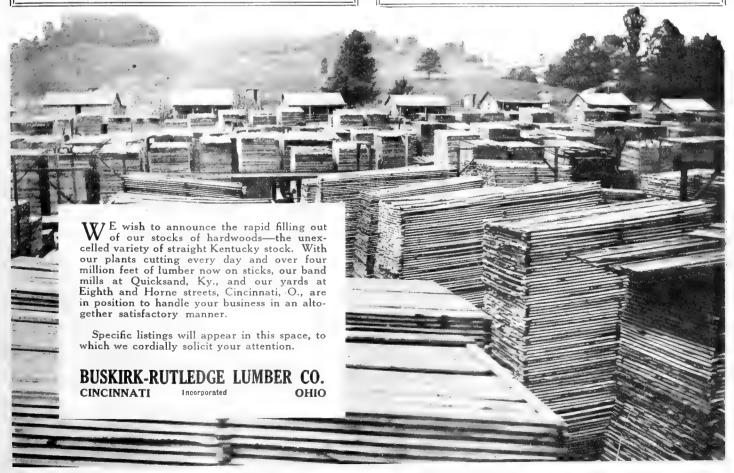
 1x6
 1x10

 1x7
 1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan



The **Kneeland-Bigelow** Company

BEECH

200 M ft. of 6/4 No. 3 Common 500 M ft. of 5/4 No. 3 Common

MAPLE

750 M ft. of 5/4 No. 3 Common

"FINEST"

Maple and Beech FLOORING

Michigan Hardwood Lumber

Write for Prices

W. D. Young & Co. BAY CITY

MICHIGAN

William Horner

BODING CHINORODO CELEBRIO BRICCORRIO CERRO REPORTA DE COMPRENDICA DI PROPERTO DE COMPRENDICA DE

Manufacturer of

"Smoothest"

MAPLE, BEECH & BIRCH FLOORING

Recd City and Newberry, Mich. Reed City, Mich.

Sole European Sales Agents: TICKLE BELL & CO. Royal Liver Bldg., Liverpool, England

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WM. WHITMER SONS

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Cam"

Long and Short Leaf Pine Virginia Framing Finance Bldg. PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. Jacksonville, N. C. Hertford, N. C. MILLS

Willson Bros. Lumber

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PITTSBURGH, PA.

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Geo. D. Griffith & Co.

WHOLESALE. **HARDWOODS**

805 Lumber Exchange Building

Madison & La Salle Sts.
TELEPHONE RANDOLPH 2165 Chicago, Ill.

or and the continuum of the continuum of

SCIENTIFICALLY KILN DRIED

Oak Birch Gum

RED CEDAR MAHOGANY

D. W. Baird Lumber Co.

1026 to 1040 West Twenty-second Street CHICAGO, ILLINOIS

PREPAREDNESS

for coming good times will make you SEND US YOUR INQUIRIES FOR

Specialties Oak, Gum, Cypress

CLARENCE BOYLE. Inc.

WHOLESALE LUMBER LUMBER EXCHANGE BLDG. CHICAGO Band Saw Mill Wildsville, La.

J. M. Attley & Company

Southern Hardwoods

-SPECIALTIES-OAK, ASH, GUM, MAPLE

Thirty years in business

1209 Lumber Exchange, Chicago

Secure Prices Better

at less selling cost by reaching more customers. Hardwood Record puts you before them All Twice a Month

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CHICAGO

History of the

Largest Lumber Centre

in the

BUTTER TUBS IN CHICAGO

Butter is usually associated with rural districts, in immediate association with the dairying business; it will, therefore, be a surprise to many to learn that Chicago factories turn out immense numbers of butter tubs, using 22,000,000 feet of lumber for that purpose. It is doubtful if any other city in the country equals that

The reason for this large business is not far to seek. Chicago is a packing center with some of the largest packing houses in the Enormous quantities of butter are handled, and the handling often includes renovating and repacking; whence comes the demand for tubs. Some packers make their own tubs and others procure theirs by contract.

The list of woods employed in this industry is not long, because many woods are not suitable. Some impart a taste or an odor which is disagreeable; for butter and tobacco are two commodities which most readily absorb impurities from their surroundings. Following is a list of woods employed by makers of butter tubs in Illinois.

Kind of Wood	Feet Used Annually.
Ash	31,855,000
Basswood	2,060 000
Cypress	2,000,000
Red gum	. 2 (30)(4.0)(0)
White oak	1.090.000
Elm	
Beech	180 000
White pine	
Birch	
Maple	70,000
Yellow poplar	

The important place held by ash in this industry is apparent. Most of it is white ash, but mixed with it is some black and some green and possibly one or two others.

The white oak reported is nearly all used as bottoms for tubs.

Although the industry is classed as butter tubs, it includes the manufacture of churns also, and these are of different patterns, from the simple, old-fashioned churn with a dasher to be worked up and down by hand power, to the barrel and box churns that revolve upon pivots or have revolving mechanism within.

Fifteen per cent of the butter tub material comes from the Lake States; four per cent from Indiana, Ohio and West Virginia, forty-five per cent from the South, and the remainder is not identified as to region.

(See next issue)

TRADE IN CHICAGO

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Kiln Dried and Air Dried

Hardwoods

Utley-Holloway Company

General Offices, 111 W. Washington St. Manufacturers

Oak, Ash, Cottonwood, Elm, Gum CHICAGO, ILLINOIS

BAND MILLS

Helena, Arkansas—Kanema, Arkansas

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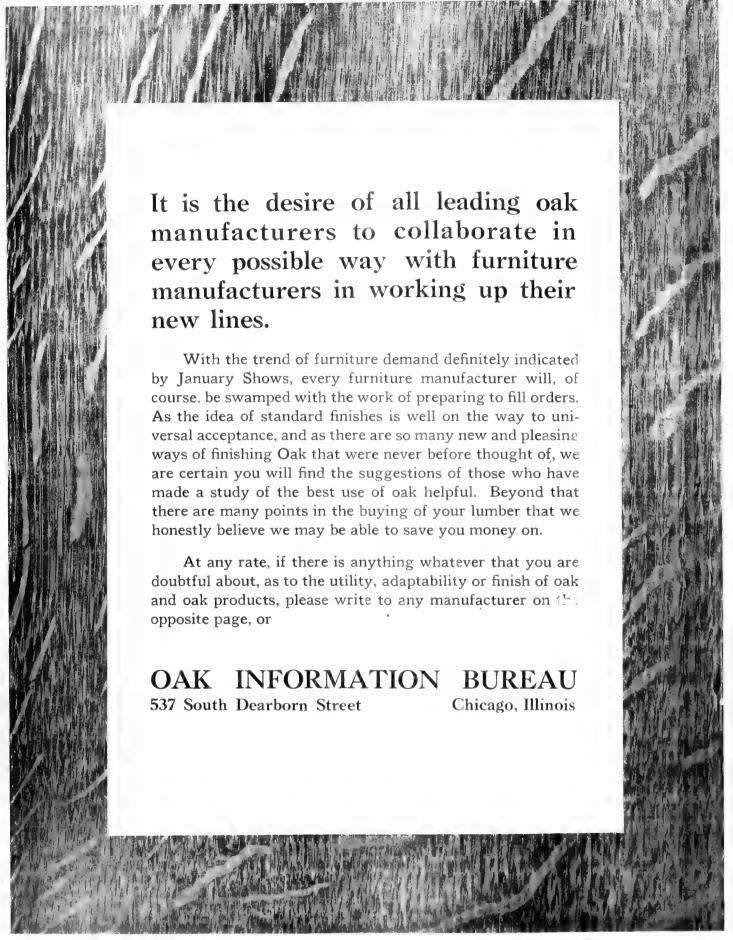
UPHAM & AGLER

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		ıaer		otne	518	
	Stock	and	Price	List		
Vov. 15th, 1916	1	F. O. B.	Belzoni	В	ELZON	i, Miss
	QUA	RTERED	WHITE O		11. 0	0
4 '4		AS.	No. I	Com.	27.500	\$20.00
5 4		\$70.00	71.000	\$40.00	5.000	22.00
6.4		72.00	8,000	42.00	3,110	22.00
7/4		72.00	8,000	42.00		22.00
8 4		74.00	29,000	44 00	18.500	24.00
10/4			5,000	45.00	18,300	
4/4 10" up	22 800		17,000			****
8/4 10" up	2 000					
4/4	110,000	35 00	75.000	22.00	2" to 4"	DENT
4 4		50.00	15,000	22.00	4" to 514	" RSND
5/4		40.00	*****		4" to 51/2 2" to 4"	RSVD
6/4		40.00	500		2" to 4"	BSND
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5/4	27 500	53.00	87,500	32.00	32,500	22.00
6 4	21,000	00.00	52,100	32.00	17.000	22.00
7/4		55.00	2.000	32.00	11,000	22.00
8/4			16,500	35.00		
5 '4 10" up	24,500	60.00	10,000	55.00		
4/4		35.00	50,200	20.00	2" to 4"	RAND
4 4		45.00	00,200	20.00	4" to 514	" BSND
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0, - 1111111111111111	P.		HITE OAK	. 20.00	2 10 2	20112
4/4	500	45.00	5.000	22.00		
5/4	300	45.00	1,200	22.00	500	12.00
6 4		45.00	1.200	22.00	300	12.00
		PLAIN R		22.00	000	10.00
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8/4		65.00	2,500	45.00		
0, 1			RED GUI			
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5 4	400		800	22.00		
6/4			4.200	24.00		
7/4	8.000	40.00	2,000	30.00		
8/4	1.000	42.00	3,000	30.00	****	
-,			BLACK G			
4/4	44.200	30.00	31,400	22.00		
-,	-1,200	SAP		22.00		
4 '4		5224	4.000	16.00	2.200	13.00
4 /	26,000	22.00		up wide	2,200	40.00
4/4	85 000	26.00	13" to 1	7" Box Bo	arda	
5 4		20.00	35.000	17.50	1.000	14.00
8 4	6.500	22.00	12.500	18.00	1,000	14.00
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			1,000	10.00	15,400	15.00
8 4					17,000	18.00
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8 4		E-1	M.		11,000	20.00
10/4		EI				
				neet We	17.000	13.00

Alexander Brothers

Little Rock Lumber & Mfg. Co.

LITTLE ROCK, ARK.

HEART of the finest HARDWOODS

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Texas White Oak and Red Oak

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Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free

The T. Wilce Company

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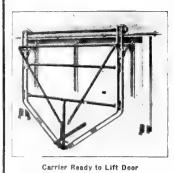
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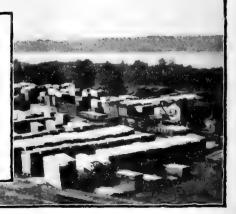
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We have made specialties of Red Gum and Plain Oak.

Buy lumber from men who know lumber





Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging. Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President Edwin W. Meeker, Managing Editor Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building 537 So. Dearborn Street, CHICAGO Telephones: Harrison 8086-8087-8088



Vol. XLII

CHICAGO, JANUARY 10, 1917

No. 6



Review and Outlook



General Market Conditions

HE CLOSE OF 1916 developed many surprising conditions, one of which was the sustained buying right through the Christmas week. It very seldom happens that there is enough business placed at that time to make it worth while going after it, but there was a really surprising consistency in the continuance of demand right up to the end of the year. This is probably accounted for by the fact that the factory stock had never been brought up to the mark, and therefore unless the plants were actually shut down there was usually the necessity for taking in just so much lumber to provide for a continued run.

It is probable that not very many people had expected that business would open up with a rush with the first month of the year, but it is likely that the average prediction will be fulfilled, and it has been. Opening up very gradually with the first few days, there has been a developing tendency toward greater expansion in purchases, evidently induced, in a measure at least, by the apparent acceptance of the price situation and the promise of higher rather than broken values. Just what the buying trade has been waiting for is difficult to say unless it is merely that there was always a chance that unforeseen conditions outside the industry might react unfavorably upon the hardwood business, thus tending toward softening in values. But there seems to have been a general abandonment of this theory, and as it stands today the buying trade is showing a developing disposition to place orders as far ahead as possible on the basis of present values.

On the other hand, the selling trade is not showing any remarkable inclination to accept contracts for any length of time on that level. There have been various opportunities for signing up on the year's requirements, based on top values that prevailed toward the end of 1916, but in almost all cases these were turned down, and in many instances in which contracts were made the price finally determined upon went well into 1917 as far as its level is concerned.

As to the conditions at the producing end which determine the situation at the market end, any changes have been conducive to strength. In certain parts of the South there have been changes in weather conditions that were rather helpful to logging in a way, but in most cases these were offset by other changes which have tended to retard production. For instance, water rises in the Mississippi around Memphis made it possible to bring in a good quantity of logs to the Memphis mills; but, on the other hand, the cold, snowy, slushy weather has kept down the possibility of woods work to the minimum so that, while those logs brought in on the river will take care of the present situation, there will not be a sufficient quantity at the river banks to take the place of timber now being brought in.

The car situation is still practically as serious as it was, and week after week come reports of mills closed down because of the absence of further yard room.

Nothing especially new is noted in the northern situation except the rapidly growing strength in selling prices. One big order for birch was placed a little over a week ago at full list price, and there have been suggestions of other orders that figure beyond even this. There cannot possibly be any piling up of lumber at the northern mill points this winter any more than accumulation is possible in the southern hardwood belt.

The development at the furniture shows promises one of the biggest buying seasons in the history of the industry, and the promise of building operations is most excellent. So the outlook is not only stronger since the first of the year, but definite developments rather indicate a general conviction of the stability of conditions as they are now indicated.

Merchandising Wood

T IS RATHER ANOMALOUS that one of the most logical, sensl ible and modern efforts to increase the use of wood should come from without the industry. But it is a fact that the indirect results of a plan for the sale of certain materials used in conjunction with wood products will be to increase the understanding of wood among its users and also among the laymen. On page 35 there is an item describing a plan that has been formulated through careful analysis and long sustained effort by a prominent manufacturer of wood finishes. The plan will be given more detailed discussion in future issues, as it is one of the biggest market developing suggestions that has ever appeared. It will without question be fruitful for the lumberman both in the matter of stimulating direct sales as a direct result of its adoption by the retail yard trade, and in the matter of broadening the markets for lumber through increasing the sales of products made from lumber.

In the first instance, the plan as it is applied in that direction, aims to educate the home builder, the contractor and carpenter and the architect through the retail lumberman; thus with a general expanded knowledge of the possibilities of the different kinds of wood, creating a greater interest in wood for house construction.

In the second instance, the plan works just as effectively, but in a more indirect manner. People everywhere have raised their standard of living, and this is nowhere more strikingly shown than in the rapid changes in the interior of the average American home. There is more supplanting of this or that piece of furniture for a more pleasing and a more harmonious piece. While in the old days the one set would not only serve one generation, but might serve two or three, today there is a constant charging, re-selection and elimination working gradually toward the most satisfactory combination. This inevitably must mean more frequent purchases of furniture, and hence broadened use of hardwood.

So, while the plan is designed to increase the business of the company which originated it, it is distinctly promising in its possibility of benefits to the lumber industry.

The Cover Picture

PHOTOGRAPHS OF LARGE AND SPECTACULAR FIRES readily to photography. The plate shows little of the contrast of color that appears to the eye. The red illumination which is the most striking feature of a conflagration, as the spectator sees it, is wholly lost when the scene is transferred to the photographic plate. It there becomes a flat array of white and black, and it is quite tame, unless a peculiar and uncommon combination of circumstances happens to accentuate the contrast and put depth and distance into the fire scene.

That unusual combination was present when the photograph was made which is reproduced in the cover picture which is carried by this issue of HARDWOOD RECORD. The trees in the foreground, the wrecked building at the right with its illumined windows, and the black clouds of smoke high above, supply the contrast which makes the fire stand out, distinct from near objects and from those farther away.

The picture shows the burning of the Hackley-Phelps-Bonnell Company's mill at Phelps, Wis., last October. The photograph was taken very early in the morning when the light, except that produced by the flames, was poor. It was one of the largest sawmill fires this country has had. In addition to the mill and its machinery, about fourteen million feet of lumber went up in smoke that morning, entailing a loss exceeding \$300,000.

Proposal for Dimension Association

THERE ARE VARIOUS REASONS why every manufacturer of dimension stock should attend the gathering of dimension manufacturers at Memphis on the nineteenth of this month. In the first place, at the same time there will be three days of meetings of other associations, and there will be very few dimension manufacturers who would not have some interest in one or the other of these. Then, Memphis is a good place to go to, and, beyond the social side, every lumberman would learn something of conditions and prospects while there. But these are only immediate reasons.

The one reason which should prompt every dimension manufacturer to give his support to this latest attempt at the formation of a dimension association is the unsatisfactory conditions that still exist in the dimension industry—the disposition of the buyers to insist upon considering dimension stock in the light of offal as far as value is concerned, and the impossibility of satisfactorily handling all of the dimension stock trade because of improper methods employed by manufacturers.

The attempt seems to be fostered by men who have every intention of pushing it through to the limit of its possibilities. If these men are willing to give their time and their money to the effort, others should be willing to at least fall into line when the route is mapped out for them.

Commission's Powers Questioned

AILROADS ARE NOT DISPOSED TO CONCEDE that the Instate Commerce Commission has power to order the immediate return of empty cars to the roads that own them. That point was brought out late in December in the hearing at Washington. The prompt return of unloaded freight cars to the roads to which they belong was suggested as one of the means of relieving the car congestion. It was assumed that the Interstate Commerce Commission had the necessary authority to issue and enforce an order of that kind; but the railroads will not concede it. They deny that such broad powers are given the commission by the interstate commerce law.

The railroads, by their attorneys, made no secret of their fear that

such a step taken by the commission would lead in the direction of government control and ultimate government ownership. This Lrings to the fore at once a question which was bound to come up sooner or later. Every increase of regulation by the government tends toward greater government control of the railroads, and complete control of that kind is about the same as government ownership. Many persons who believe in pretty complete government regulation of traffic by public carriers, would hesitate if brought face to face with the problem of government ownership of railroads. The proposal that the government shall take a hand in the actual movement of cars is making a new approach to the question of ownership by the government.

The Showing Fairly Satisfactory

A STHE MISTS CLEAR FROM NINETEEN AND SIXTEEN it is seen that it was not so bad a year for the lumber business as some had feared it would be. The unsatisfactory condition of the export business was little guide to an understanding of what was going on at home. The demand for lumber in the United States was good, but the same cannot be said of prices. Profits were, therefore, smaller than the sales might indicate. Had lumber prices gone up in proportion to prices generally, the year would have been one of phenomenal prosperity for lumbermen.

As the old year closed, a report was issued by R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, in which he reviewed the past year, and showed that the lumber production for 1916 was approximately 42,000,000,000 feet. That is four billion feet above the production for 1915; and with the exception of 1909, it was the largest lumber cut ever recorded in this country. The production in 1909 was 44,509,761,000 feet.

It is predicted by Secretary Kellogg that the United States will never again see a demand for lumber equal to that of 1916.

Exports were not comparable with the domestic demand. The total value of lumber shipped last year to foreign countries was about \$60,000,000. Complete returns of exports for the whole year have not yet been-tabulated. Greatly increased exports are looked for when the war closes, and such exports will tend to strengthen prices at home. Indeed, the principal improvement needed in the situation, from the lumberman's viewpoint, is better prices. Lumber has not kept pace with other commodities in the upward tendency of price. Most things which lumbermen buy to carry on their business have gone up in cost. The average has been estimated as high as 85 percent increase when compared with two years ago. Lumber has remained practically the same, and that is the most discouraging feature, as the lumberman looks at is. A readjustment is bound to come sooner or later, and the fact that the lumber output has passed its high water mark is almost certain to have its effect on prices in the near future.

You Should Attend Your Convention

THE EARLY MONTHS OF THE YEAR always embrace the convention season in the lumber business. No industry would be a full-fledged member of the American business family without its associations and its conventions. The latter must be held regardless of whether conditions demand it or not, but at certain times peculiarities in the situation in every industry point to a genuine need for getting together to effect a more complete understanding of markets, stocks, and other important features. So it is in the lumber business this year. Regardless of whether the convention sessions themselves will be more fruitful or less fruitful than similar previous sessions, the need for discussion of trade conditions in the hardwood industry, for frank expression of opinion on present and future, make it not only wise but most necessary that every manufacturer who can possibly do so attend the sessions of that association or of those associations with which he is affiliated.

While every condition, as far as it is possible to ascertain, is favorable to strength in the industry throughout the year, it is not a fact that the full strength of the present situation is generally appreciated. Therefore the more general the attendance at the conventions the more general will be the absorption of the spirit of optimism and confidence and the greater will be the tendency to spread the conviction of good times.

Heartwood and Sapwood

Editor's Note

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ARTICLE I

The outer portion of a tree's frunk, in mediately beneath the bark, is commonly known as sapwood, or "sap"; and the inner part is heartwood, or "heart." The two portions are usually distinguishable by their contrast in color, the sapwood being lighter, heartwood darker; but that distinction does not always hold. Some trees show little difference in color between heart and sap, as basswood, willow,

black gum, holly, spruce, fir, hemlock, and cucumber. In some instances the deeper color belongs to the sapwood, such as yellow locust, Texas cat's claw, and same other trees that bear pods and belong to the pea family.

There is no standard by which to state the average thickness of sapwood. That depends on the species, the age of the trees, and the rate of growth, as well as on what seems to be accidental.

Sapwood is alive; heartwood it without life. The former is active in promoting the tree's growth; the latter acts

only as a support of the trunk's weight. Water, which is taken up from the soil by the tree's roots, rises by means of pores or other openings up through the sapwood until it reaches the leaves, and there it is converted into a fluid that is capable of building new wood. It then descends along the inner bark, chiefly, and is the principal agent in a process that forms a layer of new wood just under the bark, in all parts of the tree, trunk, limbs, branches, and twigs. Heartwood

has little or nothing to do with this process. It may be of some use as a storage place for superfluous tree food, or building material; but, to all intents and purposes, heartwood is inert and dead. It matters little if the heart decays and leaves the trunk hollow, as often hap lens with large sycamores. That does not interfere with growth of the trunk, because the outside shell contains all the wood that is concerned with the growth and health of the tree.

CHANGE LOW SAFWOOD

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WHILE IN SOME CASES CEDAR CHEST MANUFACTURERS ELIMINATE SAP AS FAR AS POSSIBLE, OTHERS CONSIDER THAT A THIN STREAK HERE AND THERE ADDS TO RATHER THAN DETRACTS FROM THE APPEARANCE

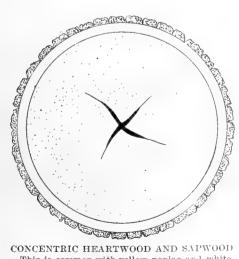
Every particle of wood in every hardwood or softwood tree is sapwood before it becomes heart. The process of change from the former into the latter is simply the progress of death. Young trees are alive through and through and are all sapwood until they attain some size and reach certain ages. Then the wood near the center of the stem dies. It ceases to be instrumental in carrying water from the roots to the leaves, and the cells, which are minute tubes or vessels,

harden and thicken. They

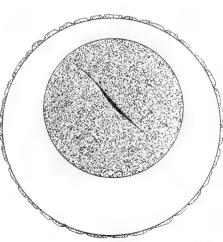
TO HEART

then become more or less clogged with gum, resin, tannin, and other substances which impart the dark color that usually characterize heartwood, and generally increases its weight at the same time.

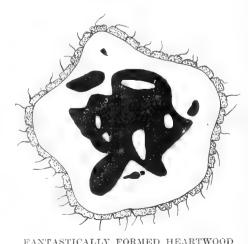
Every year or every few years portions of the inner layers of sapwood die and change to heart. In a general way, this change conforms to the rings of annual growth; but that is not a fixed rule. The dividing line between sap and heart frequently does not follow a



CONCENTRIC HEARTWOOD AND SAPWOOD This is common with yellow poplar and white pine and generally yields a high percentage of clear lumber.



SAPWOOD AND HEARTWOOD LOPSIDED Met with oftener in hardwoods than in softwoods. Tendency is to become symmetrical as trees grow old.



Rocky Mountain juniper. Somewhat common with other junipers. Excellent material for shirtwaist boxes,

growth ring round the trunk, but crosses and recrosses several rings, in a wavy or irregular line. Sometimes there is much thicker sapwood on one side of a tree trunk than on the other. Occasionally the heartwood surrounds and includes patches of sapwood which in cross-section resemble islands surrounded by darker areas. This phenomenon is very common in the Virginia red cedar and other junipers, and is not infrequent in mesquite, Texas ebony, and some other woods.

In sawing logs of irregular and fantastically-shaped heartwood, isolated patches of sap are liable to appear here and there on the surfaces of boards, to puzzle the grader if not to annoy the user. Such patches of sap, surrounded by heartwood, may often be seen on cedar chests and shirtwaist boxes. In those instances, however, the patches add to rather than detract from the value of the article, for they afford contrast in color and grain, which in that case is most desired. Isolated areas of sapwood are occasionally seen, also, in musical instruments and small articles of furniture, which are usually made in local shops, of tropical or subtropical hardwoods that have irregularly-formed heartwood. When skillfully worked, such sap patches

look like inlay of differently colored wood and may be very artistic.

The true line of sepa ration between heart and sap is not always visible. When the wood of a growing tree dies, it becomes heart very soon, but some years may pass before it takes on the characteristic darker color, and sometimes it never does. It frequently happens that a log has more heart than appears to the eye. For that reason, grading rules which hold sap as a defect cannot always be applied, because the grader, judging by appearances only, may not be able to draw the line exactly. However, contrast in color between the two kinds of wood is the only practical guide for the grader. He cannot be expected to examine the wood with a

microscope to separate the heartwood from the sap.

Relatively, the heartwood increases and the sap diminishes with the age of trees. However, some of our best trees are half sap until well along toward maturity, such as basswood, hickory, ash, beech, and some of the yellow pines. The proportion of sap to heart in a number of trees at maturity is given as follows in Samuel J. Record's "Economic Woods of the United States":

Species	Percent of	Species	Percent of Sapwood
Black locust	12	Longleaf pine	
Yellow poplar	20	Loblolly pine	 55
Virginia red cedar White pine		Basswood	

If these species may be taken as representative, they show that the average forest is more than one-third sapwood. No specific period of time can be named, in which the change from sap to heart in a particular layer of wood takes place. It may be anywhere from five to fifty years, or even more. That is, it may remain sap that long before it changes.

DIFFERENCE IN VALUE

Sapwood is imperfect wood. It must die and become heart in order to become perfect. When freshly cut, sapwood generally contains more water than heartwood, and it is usually weaker. It is also less durable when exposed to the agents of decay. Its color, likewise, is

commonly less desirable that that of heart. There are exceptions to all of these statements, so far as commercial value is concerned, for there are woods the sap of which is worth more than the heart. Hickory is one of these, ash another, dogwood and persimmon are others. Hickory sapwood, which is white, is preferred to heart, which is red, for handles and spokes, despite the fact that government reports have tried to place the red on the same basis as the white. The testing machines seem to prove that the heart is as strong as the sap, but popular belief, or prejudice, still favors hickory's white sapwood for most purposes.

Popular opinion in favor of the sapwood of ash is not quite so strong as that which favors sap hickory; but it is commonly believed that long handles for rakes, forks, and shovels are better if of ash sapwood.

In view of the estimate that about thirty-five percent of the wood in American forests is sapwood, it becomes highly important that special pains be taken to put it to use where possible. There is a growing tendency to do this, and the sap of some kinds of wood is

winning itself a place in the country's industries. Gum supplies an example. The plain sap is stained, and otherwise finished in imitation of costly cabinet woods. while figured sap has proved its worth in builtup tops and panels which pass muster anywhere. The developing of white enamel in furniture and finish has opened a new field which the gum producers are taking advantage of. In a cruder form it has earned a prominent position for many humbler uses.

American black walnut gives another illustration of the profitable use of sapwood. Former usage condemned this part of the log. In fact, grading rules still provide that it be considered a defect. But producers and con-

CH LENDS ITSELF WELL IN INTERIORS
USE OF SAP EDGES

RED GUM IS ANOTHER WOOD WHICH LENDS ITSELF WELL IN INTERIORS TO THE JUDICIOUS USE OF SAP EDGES

sumers alike refuse to recognize the logic of this provision and buy and sell on their own specifications. The lumber is handled through steaming chambers to bring up the color of the sap and the process is completed with satisfaction to everybody concerned in the factory finishing room.

Makers of shuttles want the sapwood of dogwood and persimmon but no heartwood. Yet the heart of persimmon is valuable for some purposes. The ebony of commerce comes from the heart of certain species of persimmon, which are not native of the United States; but the heart of dogwood is never large enough to be valuable.

The manufacturer of spools from paper birch wants no heartwood. He sells that to brush back makers who want the colored wood.

DECAY AND PRESERVATION

In exposed situations sapwood decays more readily than heart. That rule seems to be universal, and the reason for it doubtless is that in this portion of the tree are found more abundantly the starches, sugars, and other substances on which the organisms feed which produce decay.

In some regions worms and other boring insects destroy the sapwood of timber without penetrating the heartwood very far. In forests along the Rio Grande it is not unusual to see dead tree trunks, erect or prostrate, with all the sap eaten away and the heart uninjured. It appears that the sap a contains the food which the insects want.

Fence posts makers among the Sierra Nevada Mountains in California prefer the dead, standing trunks of incense cedars which have been severely burned. Experience has taught the post splitters that fire burns the worm-riddled sapwood only, in most cases, and leaves the sound heartwood scorched but not hurt. Since the sap is useless for posts, it is a distinct advantage to have it removed by insects and fire.

Pencil makers formerly preferred to expose red cedar logs to the most active elements of decay possible, until the sapwood disappeared. The heart alone was wanted, and it was scarcely touched by decay, while the useless wood was removed.

In treating timber with chemicals to prevent decay, it has been found that the poisonous fluids can be forced into sapwood with greater ease than into heart. It is thus made possible to use timbers, containing sapwood, in situations where they would be impracticable, if sap were as difficult to treat as heart. The difference in penetrability by fluids is largely due to the fact that the pores and other minute openings of heartwood are plugged with dense substances.

It is usually true that trees of rapid growth contain relatively more sapwood than those of slow growth. Second-growth hickory, for instance, has grown rapidly and therefore contains plenty of sapwood, and since this is what is wanted, the second-growth hickory is in demand.

In the grading rules of most kinds of lumber, sapwood is regarded as a defect, though under certain regulations some sap is allowed.

The distinction between sapwood and heart is given more prominence with gum than with any other wood unless hickory. In commercial transactions "sap gum" is gum lumber consisting largely or wholly of sapwood; and "red gum" is the heartwood of the same tree (Liquidambar styrac(fluo).

In many instances the prejudice against sapwood concerns its appearance only. White sap of applewood becomes acceptable for handsaw handles when, by steaming, it is changed to a red color like the heartwood. The light-colored sap of walnut passes without question for the heartwood when a steam bath has colored it like the heart. It is no longer considered necessary to rot off or cut away the white sap of the pencil cedar, because, when artificially colored, it passes as heartwood, for penholders if not for pencils.

Sapwood seasons more rapidly than heart. The more open structure of the former permits the escape of moisture that could be expelled only with difficulty from the heart. Woods show great differences in that respect. Old chestnut is often named as the hardest to handle of the woods in common use; but, fortunately, it behaves very well when it has become seasoned. The pioneers who cleared the frontier farms where chestnut grew had practical knowledge of the difficulties in drying the hearts of the girdled and barkless trees which stood, white as bone, for years, almost for generations, in their fields, never quite dry enough for the log heap. The sapwood could be burned, but the heartwood defied the faggot. It was a saying that the water in most dead trees "dried out," but the water in chestnut "dried in." This meant that when a chestnut tree died, the moisture in the trunk settled to the heart and stayed there.



Comparative Logging Cost Figures



Based on board feet measurement, it has long been known that it costs more per thousand feet to skid, load, and saw small logs than large ones, but anything like a fixed ratio between logs of different sizes, in estimating the cost, has not been well or generally known. A study of the subject, based on counts and tallies in actual logging operation, has been made by W. W. Ashe who published the result in the Forestry Quarterly for September, 1916. The article fills twelve pages of that magazine and enters into many details; but it will suffice here to bring out the principal points, which are skidding, loading, and sawing; but felling in the woods and piling the lumber in the yard are also important.

SKIDDING THE LOGS

The study was made on an overhead skidder, actual distance 2,200 feet. That cost is not comparable with team skidding. It shows, however, that the time required for handling 1,000 feet in logs which average eight inches in diameter is practically three times that for handling 1,000 feet in logs averaging twenty-five inches in diameter. The actual length of logs varied from eight to twenty-four feet, but cost was calculated on a basis of sixteen feet. The following table shows the operation with logs of different sizes:

Average Diam. at Small End of 16' Logs	Time Required to Skid M Bd. Ft. a Distance of 1,000 ft. Minutes	Average No. of Logs per Load Reduced to 16' Basis	Board Feet per Load Mill Cut
8	55	`	325
9	48	me cs (, >)	365
10	43	6,6	410
11	38	45	450
12	34	5.4	490
13	31	5	525
14	28	4.4	560
15	26	-1	585
16	24	3,6	610
17	23	3.2	630
18	22	2.9	650
19	21	2.6	665
20	19	2.4	680
	LOADING AND	HAULING LOGS	

It requires nearly six times as long to load a car with logs which average ten inches in diameter as to load a car with logs which average twenty-four inches. At the same time the car capacity in board feet

is three and one-half times as great when loaded with logs averaging twenty-four inches in diameter as when loaded with logs averaging ten inches. Shortening the lengths of logs also adds to loading time and decreases carrying capacity per car. The weight of a loaded car is practically the same irrespective of the average size of the logs, consequently, a locomotive can haul less than one-third of the volume in board feet of logs averaging ten inches in diameter as of logs averaging twenty-four inches. In a rough country this would have considerable bearing on supplying a large mill with logs.

The table which follows shows the loading time for logs of different sizes:

Average Diam. at Small End of 16' Logs	Loading Time per M Bd. Ft. Minutes	Average No. of Logs per Car	Board Feet per Car
10	29	23	1,150
11	23	22	1,360
12	19	21	1,580
1:3	15	20	1,760
14	13	19	2,000
15	11	18	2,200
16	10	17	2,420
17	9	16	2,620
18	8.3	15	2,820
19	7.6	14	3,020
20	7.1	13	3,220
21	6,6	12	3,420
99	6.1	11	3,600
23		10	3,770
21	5.1	9	3,940

There is a marked difference also in the time required for sawing logs of different lengths. The difference in time required to saw 1,000 board feet progressively increases as the logs become shorter on account of the fact that more logs must be handled to secure a 1,000 feet, and the difference in sawing time is the additional time required for handling the extra logs and the extra time lost by the log carriage in returning.

The cost of piling and loading lumber varies almost directly with the number of pieces of lumber which must be handled per 1,000 board feet. The lumber from logs sixteen inches and over when these costs are about sixty cents per 1,000 feet increases to ninety cents for lumber from logs ten inches and under in diameter.





One Cruise of the Marie J.

We got these in two days The story I'm about to tell May smack of fish to some, but well You've heard the plus of those poor bo's Who, chained to desks and kindeed wors. Hear stories of the hunters' might And fishers' luck and in the height Of boastful umbrage, souls obdured, Give mock pretense of being bored.

Ntill I can see that, on the whole, Those tales of process, rantipole, Do justify sareastic doubt; The true facts give scant cause to strout, thus is not thus. We brought, now see, The proof of our veracity. Truth oft may yield to boastful male; The camera's word none can assail.

Hear! Dighty gress, the story runs; Just cighty gress and but six gams; Six hardy mates, there were, and bold Who bagged this pot 'spite risks untold, In just three days of dangers grim Of bears and other terrors, slim The chance that other crews could slay Such spoils as we of Murie J.

But now you're learned the storn's theme I'll give you prose, for it might seem I more desire to supersede Those bards who're filled all human need For verse than tell a simple tale Of crafty geese and hunters hale. So join me where the hunt began And take the trip with Captain Dan.



To get the full measure of keen relish from a hunting trip, one must be able to sense his own definition of that term. If "to hunt" means merely "to slay that one may eat," the full possibilities of recreation, of thorough, whole-souled enjoyment cannot be realized. But if one knows the thrill of anticipation—the preparatory cleaning and oiling and "trying" of the gun, the overhauling of the outfit, the promise of



Why the hunt

brisk, bright days in the open, of the come-back of the boy-hood theory that "to live is to eat"—to sleep is to lose all sense of consciousness of surroundings in untroubled oblivion; if one gets pleasure from the promise of glorious days of association with men turned back into boys, then and only then is the whole meaning, the complete gratification of man's natural desire to hunt his prey realized.

While a hunt may be enjoyed with some of these features absent, it is rounded out to perfection if all are present. As that much-to-be-desired combination is rare, it seems that, having participated in an occasion that fits precisely with my definition, I owe it to those not so fortunate, to attempt to record the unalloyed enjoyment of a party of six goose-hunters, who, in the crisp days of late December, found themselves on the picturesque bars of the lower Mississippi.

The Anderson-Tully Company of Memphis, the active instigators and hosts being Sam Thompson and Bart Tully, was responsible for such a wonderful trip being possible. The only thorn to the rose was the unfortunate inability of three men, whose presence and company was very much desired, to be there. I can say with conviction that these three gentlemen were indeed unfortunate in missing a completely perfect excursion.

But to the trip. The company had at its disposal the stern-wheeler Marie J, which for twenty-one years has guided rafts and barges up and down the Mississippi, and has faithfully served its owners on all occasions.



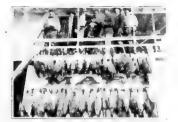






















Capt. Dan Quinn has been a veritable father to the Marie during her many years of wanderings about on the broad

All dressed up for the picture When patience is more than a virtue

waters of the big stream. Pilot Tom, his son, genial, happy-go-lucky Tom, is considered one of the best river men in the district. If the trip had offered nothing more, it would have been well worth the while for the privilege of associating with the old captain. Born and bred on the river (he has followed its ramblings for sixty years), Capt. Dan has absorbed all that is truest and best in southern hospitality. He typifies the true meaning of that phrase, which in some places is more a myth than a reality. His unadulterated cordiality was the final touch that stamped the trip as being completely successful.

Then there is big George Osgood—one would never think of calling him Mr. Osgood after a half day of knowing him. There are two impressions that stand out most distinctly in my recollection of George. One is of the tender, impassioned tone in which he addressed those doubtful geese which circled hesitatingly before deciding whether to "come in" or pass on. The other is the mind picture of him hovering in anticipation (and little else) of the frigid temperature of sheets between which he was about to insert himself.

It would never do for a goose-hunting party to be minus a goose-hunter. No one in the ranks had graduated from the duck class except Wilbur Thistlewood, a brother-in-law of George Osgood's. Wilbur, in addition to being the champion goose-hunter of southern Illinois (he could make a goose come right in and sit on the end of your gun barrel—almost), is one of the best chaps in the world; an ideal pal on a hunting excursion.

I think one of the most pleasurable reflections of the whole trip is that of the complete abandon with which Frank May went about the business of enjoying himself. Frank gave



himself over body and soul to enjoyment not only of the hunt, but of every foot of the vast landscape. He was everywhere at once. He served in both of the parties into which the expedition split and in various and sundry parties of his own, and earned the reputation of being the best goose retriever on the Mississippi river. He also established a considerable reputation as a hunter of big game. I have had one of his friends picture an exciting moment in a bear hunt which Frank pulled off all by himself, the artist having been able to show the entire operation, inclusive of the prey. He got one "bear," which, to do justice, should have been roasted whole on Christmas day with an apple in its mouth. But it served an equally useful purpose on the boat that evening. The valiant hunter was strangely elusive when a colored native of the "flats" came around just before dusk that evening to enlist help in rounding up his razor-backs, which for some reason had developed a remarkable wildness.

Of the hosts, there is nothing I could say that would picture or begin to show my appreciative conception of them and what they did for us. Unassuming Bart Tully, the bighearted, the genuine good fellow (I don't mean it in the convivial sense), the man whom everybody likes, offered the last stroke of a perfect host with the blow that drove home the bung in a quarter barrel, which on the last day of the trip gave a mellowing glow of contentment after three strenuous days in the dry, sandy river barrens.

As a period stops the sentence, so "Little Nemo" will end my sketch of the hunters. "Little Nemo" is Sam Thompson,







but, as the sobriquet comes more easily and quickly than the real name, he will be known as "Little Nemo" in the rest of the story. "Little Nemo" found his greatest usefulness in attending to the one hundred and one details that kept the machinery of the expedition well oiled. His box, always approaching exhaustion, could always be made to disgorge another eigarette. As chancellor of the icebox, he never failed to produce what was needed. His greatest accomplishment was his transformation, under the tutelage of Wilbur Thistlewood, from a state of utter innocence of any of the wiles of the uncertain goose, at the beginning of the trip, into one of the most accomplished of geese callers and proficient of goose-hunters when we were homeward bound.

And in the background, always there at the proper moment, was the dusky group shown on the first page. Silas Ramsey, who has the true southern sense of the proper culinary use of pepper; Lillian Williams, who acted as intermediary between the stove and the table; Elijah Williams, head deck hand; Henry Jones, first assistant deck hand (Henry cast the "buffalo" spell over the rest of the "niggahs" so effectively that not one of them had the courage to even offer to clean a gun or carry a bag); "Pahson" Israel Scott, who, when he is not fulfilling his duties as chief flunkie and man of all work, exhorts the negro population adjacent to Vicksburg.

But I almost forgot Jim—Jim Armstrong, or Armie, as he is usually known. Jim in everyday guise is captain of the jitney fleet for the Anderson-Tully Company, this being a fleet of small boats which hovers in and around the log rafts much as a destroyer or torpedo boat attends battleships in the salt water. Poor Jim started out very bravely as the source of all information on the proper methods of taking geese, but between a pair of sore feet and the lack of specific results from his own gun (and probably the fact that the rest did manage to get a few geese themselves had something to do with it), Jim made the homeward trip a wiser and more lowly man.



Goose hunting in the lower Mississippi is a more than commonly interesting sport. The Canada goose, one of the wildest of game birds, seeks the most primitive of surroundings. He is reached with difficulty and successfully hunted only under carefully worked out plans. So it is not strange that in following the seasons the big fellows coming from the Canadian wilds work down the basin of the lower Mississippi where boats can travel for miles at a stretch without coming within reach of even a suggestion of habitation.

In hunting the birds one must know their probable flight from river to feeding ground, or from lake to lake. The Mississippi in its southern channels follows for miles between immense and picturesque sandbars totally barren of vegetable life. In fact, at flood times the bar on which we hunted is thirty feet under water. These bars are ever changing-one walks today thirty feet above the river's surface where three years ago the packets were following the channel. So it was On the points of these bars, formed at every turn of the river, each passing steamer stirs up great flocks of the big fellows into undulating, ponderous flight in long, black strings which show in clear contrast against the gray background of scraggly timber beyond the bar. When thus frightened, or when inclination moves them, they work back and forth between the river and the inland lakes that contain their feeding grounds. Such "crossings" must be located; the pits (round holes in the sand, three to five feet deep and two to three feet across) dug one to each man. Silhouette decoys (augmented, as luck begins to come, by the dead geese planted each with a forked stick under his neck to hold him in a semi-natural position) are put out, and the hunters seek their respective pits and wait. Patience is the requisite of the successful hunter.

Often long hours may go by without a sign of a bird; the sky is clear; the sand stretches away monotonous and uninteresting. In the small, cramped quarters the restless hunter settles into that position which will give sore muscles the greatest ease. His thoughts wandering miles away, he is hardly conscious of his surroundings. His mind is on anything but geese. Suddenly out of nowheres comes the call of the leader; 'way off beyond the timber, maybe a half or three-quarters of a mile toward the river, there arises a clearly defined "V." Innucleated soft backs and aching legs are forgotten. The

word "Down; they're coming," precipitates each man into the very bottom of his pit, merely his eyes and the visor of his hunting cap snowing above the surface. Four pairs of eyes,

directed so that the geese show barely over the rim of the pit, follow the flight as it steadily but swittly marks its course along the crossing. Suddenly the birds seem to have changed their gait. As they approach nearer they apparently have seen



the mute traitors on the sand, and (keen of eye and intellect as they are reputed to be, geese sometimes act very foolishly) there is an agitated fluttering, an uncertainty in the course. an argumentative honking in place of the occasional call of the undiverted flight. They seem almost to be holding a council to consider the situation. But the leader takes the reins into his own hands and starts out again, not directly for his manmade mates below, but in a direction that will enable him to get down wind from the decoys and give them a careful scrutiny. The chatter keeps up, and now those in the pits (who are capable) add coaxing calls of assurance. Apparently the geese are satisfied, for when they are immediately down wind from the pits, the wings are cupped and they begin to circle nearer. Or possibly the slight movement of a cap or the dark shadow in the pits makes them suspect something, for they veer again, completing a wide, sweeping circle. But finally, with each man tense and but an occasional call from the most expert, they direct themselves downward, straight for us--immense birds with great curved wings set at an angle that will carry them straight and unswervingly for two hundred yards to the ground. The waiting hunters scarcely dare breathe while the geese are soaring in, now with a friendly, satisfied sort of chirp in place of the former honking. As the goose is hard to kill when he is coming on, the hunter must wait until he has swerved upwards, when in fright he scrambles to leave the scene. (Many a shot is spoiled by an attack of "buck ague.") When he turns "belly-up" the feathers point toward the guns and the shot can penetrate. With this wild scramble for safety a shout goes up, "Let them have it," and each man, arising, brings his gun to his shoulder, takes his bird in order, according to the position of his pit, and empties his gun.

From sunrise to sunset, twelve hours of this continuous physical and mental strain, ending with a two-mile tote of three to five twelve-bounders per man, across the slipping, yielding sand, brings one back to the boat at night with a thorough relish for the opportunity of sitting in a chair, taking off one's heavy boots and sitting down to a savory and jolly dinner. Then come talks of the experiences of the day. How "I hit three in that last bunch-I could hear the shot rattle every tume": or, "I know I winged that first one that came overwatched him for a half-mile and saw him drop into the river"; or, "I bet we would have gotten six anyway out of that big gang if that decoy hadn't blown over"; or you tell how the action of your "pump" got clogged; how the sand got into your breech, and you couldn't close it. You forgot to put your shells in, or a shell missed fire when you knew you "had him dead." If a man didn't have alibis there wouldn't be any fun in shooting-and missing.

And so it was with us. Everything about the trip from the time we left Vicksburg, late in the evening, 'til our drawing up at the dock again at midnight three days later, went off beautifully. We had day after day of ideal weather—every day productive of good results; some days where the flights were continuous and others when we had long stretches of tedious waiting, and then more excitement in an hour than all the rest of the day had given us.

Three days of this. Each day interrupted only by nightfall, which brought us to a cheery evening by the cabin stove, a dinner of goose or duck or bear a la Frank May. Afterwards smokes and talk, or a little game of cards kept us up until pleasantly tired muscles and heavy eyes unaccustomed to wind, sun and exercise, made anything but bed impossible.

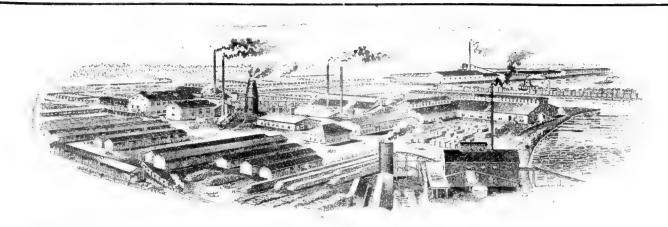
That you, who were not with us, might feel the spirit of this perfect expedition would require the pen of an Ernest Seaton Thompson. Coming back to Vicksburg from the river bars I endeavored to specifically formulate in my mind the most vivid impressions, and I have tried to sketch them here. I find though that the one thought which stands out biggest after everything else is considered is this: I hope the trip is staged again next year and that I will be invited. Or, as Frank May says. "I don't care whether I am invited or not—I only want to know the date and I'll be there."

EDWIN W. MEEKER.





(1) Hit hard—he bounced three feet when he hit. (2) The experts—Wilbur Thistlewood and Sam Thompson. (3) The matted timber on the lower Mississippi shows the effects of many floods. (4) George Osgood whose calling was especially effective with the "she" geese, while Bart Tully did his best talking to the others. (5) This bar, fifteen feet above the water, looks stable but it is liable to be on the other side of the river next year. (6) Wilbur Thistlewood, champion goose hunter of southern Illinois. (7) Showing how a newspaperman should dress when goose hunting on the lower Mississippi. (8) The putter which took me fifty miles up stream to join the party. (9) Frank May wouldn't let anyone clean the burrs from his coat—he wrapped it tenderly to take it home as a souvenir. (10, 11, 12) Our hosts: Bart Tully, Capt. Dan and Little Nemo.



Northwestern Cooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapolis, Minn.

GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring and are said by Jealers to hold trade. We NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

The Mail Bag

B 1082-Michigan Dimension Stock

Norwood, Ont., January 2 .- Editor Hardwood Record: Will you kindly send us a list of Michigan manufacturers of maple, beech or birch dimension stock?

B 1083-Seeks Cottonwood

Dayton, O., December 29 .- Editor Hardwood Record: We should be pleased to have you state that we are in the market for 1" No. 1 and No. 2 common cottonwood.

B 1084-Wants Birch

San Francisco, Cal., December 30,-Editor HARDWOOD RECORD: We are in the market for some special stock in birch as follows: 2,500 feet 1x10" and 11"; 5,000 feet 1x1" and 13"; 2,500 feet 1x14" to 18"; 2,500 feet 1 $\frac{1}{4}$ x10" and up; 2,500 feet 1 $\frac{1}{2}$ x10" and up; 2,500 feet 2x10" and up-all 12 to 16 feet.

We would like prices and all information regarding time of shipment, condition for dryness, quality of the lumber.

B 1085-Wants to Buy Kiln Dried White Oak

Forreston, Ill., January 5 .- Editor Hardwood Record: Will you kindly furnish us with a list of those mills that can furnish plain and quartered kiln dried white oak and oblige?

The writer of this letter is a woodworking firm and those desiring the name may have it on application.—Editor.

B 1086-Wants to Buy Foundry Riddle Rims in Rock Elm

A concern at Racine sends the following inquiry, stating that it has bought these rims from New Hampshire firms, but that freight conditions now make it impossible to ship from that point:

Racine, Wis., January 8 .- Editor HARDWOOD RECORD: If possible, kindly give us a list of firms in Wisconsin and Michigan and nearby states that manufacture foundry riddle rims in rock elm.

B 1087-In Need of Efficient Foreman

Crocketts Bluff, Ark., January 2 .- Editor Hardwood Record: I have to rebuild my saw and planing mill sheds and would like to have a sober man to superintend the work and if he is the right kind of man, give him the job of foreman. Would prefer an elderly man and give him a good job if he understands his trade. My mill is small and I cannot afford to pay lancy wages.

B 1088—Wants Hard Maple
Petoskey, Mich., January 2.—Editor Hardwood Record: We are in the
market for several cars of 9/4 and 10/4 hard maple No. 2 common and

Clubs and Associations

Oak Association Making Progress
J. T. Kendall has already entered upon his duties as secretary of the
American Oak Manufacturers' Association and has opened temporary offices for this organization in suite 1323 Bank of Commerce & Trust Company building, Memphis. It is proposed to open permanent offices at an early date on the fourteenth floor of this same structure, adjacent to those occupied by the Southern Hardwood Traffic Association.

At a meeting of the executive committee of the association held in Memphis, Saturday, January 6, Ed Stanton was chosen as assistant to J. T. Kendall, according to announcement made by the latter. Mr. Stanton is an old Memphis boy who has quite a wide experience in newspaper work and who has likewise held important positions and is well known to the lumbermen not only of this section but of the entire southern hardwood producing territory. He has already entered upon his new

The membership committee has been quite active since the association was organized, as evidenced by the fact that following the meeting of the executive committee it was announced that there were nineteen additions to report, thus bringing the entire membership to date to about sixty representative firms. The membership committee will get together at the Hotel Chisca January 19 when further additions are expected.

It was decided at the meeting of the executive committee to install an exhibit of oak flooring and furniture in the permanent offices of the association which are now being fitted up.

Rotary Gum Makers to Hold Annual
The annual of the Commercial Rotary Gum Association will be held in the offices of the Gum Lumber Manufacturers Association at Memphis January 19. The former organization is affiliated with the latter.

The day will be given over largely to the hearing of reports of the president, secretary and treasurer as well as of the various special and standing committees. Officers for the ensuing year will be elected and there will be general discussion of matters of special interest to the members together with such action thereon as may seem proper in the light of these discussions.

Big Plans for Chicago Annual

The annual meeting of the Lan. Stein's Association of Chicago bas for years been a big event in the world's lumber metropolis. Plans for the meeting and dinner this year proves the a more comprehensive gathering than has ever been accomplished before. The members will meet in the red room in the Hotel LaSalle on Monday, January 15. The board of directors will meet several days prior to the general meeting to choose the new president, vice president, secretary and treasurer.

Lumbermen's Association of Texas Annual Set for April 10-12 The thirty-first annual convention of the Lumbermen's Association of Texas will take place in the Galvez hotel, Galveston, Texas, April 10, 11 and 12, 1917. The program for the meeting will not be announced until after March 1. The officers of the association are working up a program that will depart in every way from past programs of this or any other retail lumber association, reflecting in new and interesting ways the latest and most constructive ideas in the merchandising of building material.

Dimension Manufacturers to Organize

Invitations have been mailed to about 1,000 manufacturers of dimension stock in the United States asking them to meet in Memphis January 19 for the purpose of organizing the Dimension Lumber Manufacturers' Association, which proposes to have its headquarters in this city.

As setting forth the objects and purposes of the association the invitation mailed to manufacturers in this line is given herewith:

"This meeting is called to perfect a permanent organization and adopt a constitution and by-laws, and elect such officers as appears are needed, and also either to formulate a set of rules to govern the inspection of this class of lumber, or appoint a committee to draft a set of rules to be adopted at a later meeting, as seems best.
"We urge all manufacturers who make oak or hickory rims, sawed felloes, bows, handle blanks, furniture stock or wagon stock of any kind to attend this meeting."

These invitations have been signed by the following:

M. F. Hannahs of Memphis, R. T. Bugg of Winchester, Tenn.; J. V. Wright of Bolivar, Tenn.; W. S. Elder of Pine Bluff, Ark.; J. E. Munal of Memphis, S. E. Marion of Yorktown, Ark.; W. C. Norton of Marvel, Ark.; and C. B. Lyon of Memphis.

C. E. Van Camp New Assistant Secretary Gum Lumber

Manufacturers' Association
C. E. Van Camp has entered upon his duties as assistant secretary of
the Gum Lumber Manufacturers' Association. He has succeeded J. T. Kendall, who held that position for three years and who, on January 1, became secretary of the American Oak Manufacturers' Association.

Mr. Van Camp is only thirty two years of age, but he has been very prominently identified with the hardwood lumber trade of Memphis and section in connection with the Indiana Society. He was one of the organizers of that body and has served as secretary of the organization since it was established several years ago. Mr. Van Camp has been engaged in the printing business since coming to Memphis and has handled all of the printing for the Gum Lumber Manufacturers' Association, including the stock reports and the literature issued by that body. He has gone a step further and helped in the compilation of some of this material and is, therefore, regarded as being closely in touch with the work of the association and as being well equipped to take the place made vacant by the resignation of Mr. Kendall.

Meeting of Carolina Lumber Association

The Western Carolina Lumber & Timber Association held its semi-annual meeting in its rooms in the Electrical building, Asheville, N. C., on Monday, January 1. The association went on record as opposing the suggestion of the representative of the Interstate Commerce Commission to place lumber on a sliding scale of rates according to the size of the carloads. Secretary Forrester explained that under that arrangement a car of lumber weighing 20,000 pounds would be rated at 48 cents a hundred, while a car weighing 70,000 would be rated at 25,6 cents. The proposal met with vigorous protest, and it was arranged that a representative should attend the rate meeting in Chicago on January 17 for the purpose of opposing such move.

The association also recorded its opposition to an advance in rates to Cincinnati from three to four cents. The Cincinnati market absorbing the lower grade from the mountain district would be closed to the shippers in that territory under such an advance. A finance committee was appointed to raise funds to properly present the case.

In his opening talk, President Whiting urged increased membership. He advocated changing the name to Appalachian Lumber Association or something similar that would convey the idea of an association for a broader purpose. The secretary told of trips to various points in the interest of association matters, bearing particularly on the rate meetings which he has attended.

Receive New Reconsignment Tariffs

The Traffic Department and Lumber Exchange of the Cincinnati Chamber of Commerce last week received copies of the railroad's proposals as to reconsignment charges from the Interstate Commerce Commission. A conference will be held in Washington between shippers, the railroads and the commission on the proposed rates. Guy M. Freer, president of the National Industrial League and head of the Cincinnati Chamber of Commerce's traffic department, will represent the chamber at the conference and C. C. Hagemeyer and Dwight Hinckley, prominent Cincinnati lumbermen and active in club affairs, will represent the lumbermen of Cincinnati.

The proposals would cancel the tariffs now permitting the shipment of cars to designated hold points for reconsignment.

A charge of \$3 per or is proposed for cars reconsigned in transit; 85 for reconsignment within 24 hours after arrival at terminal and prior to placing on unloading tracks; 87 a car if reconsigned after 24 hours; 86 if reconsigned within 24 heurs of arrival at terminal and placement on loading tracks and 87 a car if reconsigned after 24 hours after arrival

If cars are reconsigned on arrival to points within switching limits of terminal, no charge will be made, but the local switching tariffs will apply.

Oak Flooring Headquarters in Cincinnati

Cincinnati lumbermen see a further recognition of Cincinnati's leadership in the lumber world, in the recent announcement that the Oak Flooring Manufacturers' Association will remove its headquarters from Chicago to Cincinnati about May 1. This removal, it is said, was obtained through the efforts of Walter J. Eckman, president of the Lumber Exchange of the Cincinnati Chamber of Commerce

H. A. Bockler, Jr., is president; W. L. Claffey, secretary, and Walter J. Eckman, treasurer, of the association. This organization handles, it is claimed, ninety-five per cent of the oak flooring manufactured in the United States, a total of 150,000,000 feet.

Traffic Association Elects Officers

The following officers and directors of the Southern Hardwood Traffic Association were duly elected at the meeting held at Memphis, January 2. as recently forecasted in HADWOOD RECORD

President, James E. Stark, Memphis Veneer & Lumber Company. First Vice-President, Ralph L. Jurden, Penrod, Jurden & McCowen. Second Vice-President, F. B. Robertson, Ferguson-Palmer Company,

Directors-For one year: J. R. Hamlen, Little Rock, and Paul Smith,

Directors—For the Helena.

For two years: Frank May, Memphis; T. M. Brown, Louisville, and H. W. Wheeler, Pine Bluff.

For three years: L. E. Brown, Memphis; J. F. McSweyn, Memphis; John W. McClure. Memphis; S. M. Nickey, Memphis; F. L. Gregory, Blissville, Ark.; C. H. Murphy, Pine Bluff; D. S. Watrous, Little Rock.

held January 9 at which it is anticipated that J. H. Townshend, secretarymanager of the organization since it was launched, will be chosen to succeed himself

The annual meeting of the Southern Hardwood Traffic Association will be held at Memphis, January 18, and it is expected that the attendance will be unusually large as more than 100 members have signified their intention of being present. The association has had a marvelous growth during the past year and it is expected that the annual meeting will prove unusually interesting because of the many traffic problems which now confront that organization and because of the splendid work which it has done during the past year in behalf of its members and in behalf of the hardwood trade at large, full details regarding which will be given in the report of officers, and of special and standing committees.

Memphis Lumbermen Making Big Plans

The meeting of the Lumbermen's Club of Memphis at the Hotel Gayoso, Saturday, January 6, was characterized by the reports of President Nickey and Secretary Heuer, the retiring officers, by the address of Ralph May, the new president, and by important recommendations by the entertainment committee looking to arrangements for a dinner to be given jointly by the Southern Hardwood Traffic Association, the Gum Lumber Manufacturers' Association, the American Oak Manufacturers' Association, and the Lumbermen's Club of Memphis the evening of January 19, as well as by the recommendations of the special committee suggesting a plan by which the rooms furnished and finished in the Business Men's Club by the Lumbermen's Club of Memphis will become of great benefit to this organization.

President Nickey in surrendering the gavel to Mr. May, his successor, paid the club a very high compliment on its proof of the value of cooperation. He said that the members of the club used to regard each other as competitors but that this view had entirely passed and that they were able to work together for the good of all without considering their own particular interests. He said also that this spirit of active co-operation had been largely responsible not only for the success of the Lumbermen's Club itself but also for the launching of the Southern Hardwood Traffic Association, the Gum Lumber Manufacturers' Association, the American Oak Manufacturers' Association, and the Southern Alluvial Land Association.

Mr. Nickey made a number of recommendations, including the following:

1. That associate members may become active members.

That the information, publicity and statistic committees be dropped.

3. That a new committee in their stead, called the house committee, be appointed by the president to serve one year.

Secretary Heuer, in his report, showed that twenty new members had been admitted during the past year, while there had been a loss of seven, including two by death. This, he said, brings the total to 173, distributed as follows: active, 156; associate, 13; honorary, 4.

The report of Mr. Heuer, who is also treasurer, showed the financial

affairs of the club to be in very satisfactory condition.

Ralph May, in picking up the gavel, remarked: "This is the best looking tool I ever stood behind or pushed around." Mr. May is one of

(Continued on page 33)

Figured Gum Is America's Finest Cabinet Wood

SELECTION

THAT'S WHY WE LEAD IN

FIGURED GUM

Being always on the spot where Red Gum grows gives us the opportunity of selecting the best logs from the forests. And in operating our own sawmills we are further enabled to discriminate against medium figure, for we can put it into lumber without loss to ourselves.



SHIP YOUR VENEER WITH YOUR LUMBER—SAVE L C L FREIGHT

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Quantity Production in Panel Plant

Showing the Immense Possibilities for Reducing Costs in Panel Manufacture Through Standardization

NE OF THE SUBJECTS which have been discussed in the panel business for a number of years is the desirability of absolute standardization of furniture dimensions, so as to enable the manufacturer to make up goods in advance of orders, and to supply the demand from stock.

The advantages of this plan are obvious, both from the standpoint of the maker and the user. However, universal standardization does not seem to have come about, though considerable progress has been made in that direction. Extension table manufacturers, for example, have created specifications for their tops which are just about uniform, and talking-machine cabinets and other items of case-goods have much in common. All of which makes a sound preface for saying something about an Ohio valley panel plant which is actually proceeding on the basis of standardizing its business.

That is to say, this manufacturer, having realized the wastefulness of the old system and the difficulty of taking care of his business under it, came to the conclusion that he ought to change. He could not very well go to the trade with a big stick, however, and compel them to take action; but he proceeded to study the orders of his customers, and to introduce standards of his own. In many cases he found that where variations existed, they were so slight that it would be possible to eliminate them without loss or inconvenience to the furniture man.

The panel producer thereupon created certain standards of his own, explaining to his customers, at least those of them whose sizes did not conform to these standards, that owing to the latter being easier to handle, they could be made up more cheaply, while a higher price would have to be asked if special dimensions were specified, and other variations introduced. In practically every case the user found that he would be able to get in line and take advantage of the lower prices, which proved to be a greater inducement than old specifications were supposed to offer.

What the manufacturer was really doing was creating his own standards and getting his customers lined up regarding them. His purpose was not altogether unselfish, of course, though his customers shared in the economies. And just as he was selecting concerns whose business, after more or less important changes, fitted his manufacturing facilities, so he was automatically rejecting the business of those concerns which did not fit into his new plan of operation. Some manufacturers may not be able to "get" the idea of turning down business, no matter of what kind, but it happens to be a fact that

lots of business handled through the panel plant may involve a definite loss, instead of a definite profit.

Having lined up his trade in the manner indicated, the panel man was prepared to test out his theories of economies. He found that instead of handling his manufacturing in small lots of 50 or 100 pieces, as he had formerly done, when the order of each customer went through separately, he was able to consolidate these so as to make up factory orders of from 1,000 to 2,000 pieces. The immediate and inevitable result was the saving of time which had previously been lost in changing the machines, the saving of the cost of labor which had previously gone into this non-productive work, and the reduction in overhead which was brought about by the increased production thus secured.

Every time a new order is handled, all of the equipment has to be set for it. This applies to the saws, the jointing machines, the gluing equipment and all the rest of the machinery of the panel plant. In a large plant handling several small orders, hundreds of machine changes have to be made daily, with the consequent heavy loss of time and slowing up of production. Even assuming that the consumer is paying for all of this—which is not always the case, unfortunately—it is an inefficient method of operation, as demonstrated by the experience of the manufacturer referred to.

The important point to remember is that a change of this kind does not merely eliminate wasted energy on the part of the machine-hands, though that is of importance in these days of high labor costs, when it is desirable to transform all of the pay-roll into effective, applied effort; but that the big feature of benefit to the panel man is the increased production of his machinery. Remember that all the overhead represented by the investment in buildings and equipment, power plant and transmission machinery, office, etc., is measured, as far as percentages go, by the output; and when the output is unnecessarily held down, the overhead is necessarily pushed up.

Consequently there is a double gain when lost motion of the kind referred to is eliminated. The labor thus wasted is saved, and the machine power previously lost is made available. The manufacturer kills two birds, either one of which is well worth the expenditure of the ammunition, with a single stone.

In order to demonstrate in concrete form the advantages of the plan which has been outlined, the manufacturer said that his production has been increased from 10,000 to 15,000 feet a day. In other words, with the

Walnut Buyers Know the Meaning of PENROD



Those who have had experience in buying - American Walnut stock know what an advantage it is to deal with Penrod. This means, first, complete stocks, wide variety, exceptional character of material; second, long experience, expert knowledge, ability to insure satisfaction.

We Have What You Want

Veneers and Lumber

The illustration shows some of our Burl Walnut Veneer Stock, matched up to form a panel of exceptional attractiveness. If you want your products to have character and distinctiveness, and to be worth expending all the care and labor which must go on them, regardless of the quality of the foundation material, you will make no mistake in using Penrod Walnut.

Penrod Walnut & Veneer Co.

"Walnut Specialists for Thirty Years"

Walnut Lumber Walnut Veneers KANSAS CITY. MO.

same payroll, the same equipment, the same overhead, he has boosted production 50 per cent! This is nothing short of astounding, and yet it has been done!

"The change which we have put into effect in our plant," said this manufacturer, who is generally regarded as one of the leading exponents of efficiency in the woodworking business, "has certainly meant a lot to us. I realized for a long time that we were working according to a very bad system when we waited for our orders to come in, and then made them up one at a time, each order, no matter how small, going through separately and individually.

"Our cost records showed us the actual machine time and labor expense put in on each job, but the time not accounted for, which was used up in adjustments of machines, was charged to overhead. This was distributed over our entire production, a fairly satisfactory way of disposing of the item, though as a matter of fact it encouraged the small order, by not putting a penalty upon it. The small order, in this sense, was a special order which had to go through separately.

"We made some tests in our plant, and found out that whenever we could increase the run, we cut down the cost immensely, by saving this time. We also proved the converse of this by showing that owing to the immense number of individual machine changes in our plant, we were losing heavily both in labor and machine efficiency. So we decided to make the change.

"Quantity production is now our slogan, and in order to do business with us the customer must have requirements that fit our system. If he doesn't, he has to pay a considerably higher price, which is practically an automatic system for the elimination of business which we cannot handle to advantage. We have found that there is enough of the standardized business available to give us all that we can do, and inasmuch as we are better prepared to handle this than anybody else not working as we do, we are in an excellent position to compete for the special trade we have decided to go after."

The beauty of the new arrangement is that it is not necessary to wait for definite orders from customers. Everything manufactured being of standard specifications as to dimensions and type of construction, it is possible to manufacture for stock, carrying the product to await the requirements of the consumer. As a matter of fact, business has been so good since the plan was adopted in the plant referred to that there has been no necessity for doing this, but that will be the method used.

Of course, carrying a stock costs money; and to operate a business on the basis described means that more capital will be tied up, because it may not always be possible to keep shipments up to manufacturing capacity. Storage space will have to be provided, and the interest on the investment in the finished goods must be taken into account, as well as insurance and other normal carrying charges; but while these things cannot be disregarded, the comparison of the advantages and disad-







Highly Specialized Workmanship

Completely
Developed
Facilities

The two phrases above represent what is absolutely essential to successful panel manufacture. Our policy has been to educate all of our workmen as closely as possible along specific lines, and to omit no item of equipment that would help make for more nearly perfect service.

The supreme test of efficiency in veneer laying is admittedly the ability to successfully veneer bent shapes. It was on this work that the reputation and growth of our business was founded—this and a quite uncommon bent for artistic matching.

And remember, when you are ready to order we have a complete selection of veneers for your choice.

F. EGGERS VENEER SEATING COMPANY

TWO RIVERS,

WISCONSIN

PERKINS GLUE COMPANY

SOLE MANUFACTURERS
AND SELLING AGENTS
PERKINS
Vegetable Veneer Glue
(PATENTED JULY 2, 1912)

805 J. M. S. BUILDING SOUTH BEND, INDIANA

THE Quartered Oak Specialists whose reputation and financial worth is your guarantee of satisfaction in quality and service.
"He profits most who serves best"

vantages of the system is overwhelmingly in favor of quantity production.

Up to this time nothing has been said about the customer. But if the system is an advantage to the panel manufacturer, it is an even greater advantage to the consumer, who instead of being required to wait for weeks while the slow and—to him—painfully tedious process of manufacture is completed before shipment is made, can have delivery made almost on receipt of order. Under normal conditions the panel user will be separated from the panel maker only by the time required to pull a freight car that distance, whereas at present the buyer of panels constantly is confronted with the delays and disappointments incident to having his work made a special order for the panel factory and put through in its turn.

Many of the defects complained of by purchasers of glued-up stock are the result of haste, the manufacturer, in his effort to give quicker delivery than customary, cutting some of the corners and taking a chance on the work standing up. He may not have allowed a long enough time for his veneers to dry; he may have used lumber for corestock which had been taken from the kiln too soon; he may not have permitted his panels to remain on sticks in the dry-room long enough to eliminate excess moisture from the glue; and while he may plead that he was working for the good of the customer, the latter seldom takes this into account.

Some considerable users of veneers have gone to the expense and trouble of putting in their own equipment because they found that during busy seasons they were compelled to hold back shipments to their own customers on account of delays experienced in getting goods from the panel manufacturers. Under the plan of quantity production by the panel men, a stock can be accumulated during quiet periods sufficient to carry the plant through the busy season, and prompt shipments can continue to be the rule. Thus the greatest disadvantage of having panels made by panel experts will be eliminated.

The manufacturer who has adopted the quantity plan, and whose enthusiastic endorsement of the idea is quoted above, has not said anything about it to his customers. That is, he has not told them that their orders are no longer being put through individually. Perhaps he thinks that if they understand that the goods are made up in advance and shipped from stock, they will want to buy them for less. If they, for their part, cannot appreciate the advantages which they receive from the system, their own heads are not very long. It's a plan that benefits everybody, and really deserves the application of the over-worked and often abused adjective, efficient.

In veneers, as in drygoods, you can get real bargains sometimes by buying remnants that will fit in with your needs.

To lose veneer through staining is about the worse form of loss, because it is preventable and often due to carelessness.

Value of Matching on High-Grade Goods

This Important Question Often Has a Very Real Influence on Sales—It Should Be Carefully Watched

of manufacturing high-grade furniture that will affect the value to any greater extent than the matching of the face veneers, and there is no place during its journey from the forest to the consumer where the value of matching counts for more than when on display in the dealer's show room. It is here that the comparisons are made, and poorly matched furniture, though otherwise well made, stands a poor chance of being selected when on display beside carefully matched and well-finished goods of the same variety.

HERE IS PROBABLY NO PART in the process

A prominent dealer remarked recently that fully seventy-five per cent of his customers for the high-grade goods were influenced in their selections by the matching and finish, and rarely were the construction or stability of the goods criticized. If the design is pleasing and the proportions near enough to being right to avoid conspicuousness, the sale then depends entirely on the matching and finish.

While quartered-oak and mahogany veneers are considered easy to match, yet it is not uncommon to see some goods that would lead us to believe that the intention of the veneer man or matcher was to see how much contrast could be produced. Uniformity is the most important point in matching veneers, and applies with equal importance to color, figure or texture, so long as it was the same species of timber.

This is one way of getting a lot of it through, but the results are anything but pleasing to the eye after being finished. It very often happens in a flitch of oak veneer that one edge is comparatively soft and well figured, while the other edge is very hard with practically no figure at all. I have seen flitches of this kind cut up for sideboard tops and the hard edges taped together to form the center of the top, while the softer and wellfigured parts were at the outer edges, leaving the most important portion of the top with practically plain veneer. Probably the only incentive for so doing was that the hard edge was fairly straight, while the soft edge required trimming. Had the soft edges been taped together and the hard part of the veneer been to the outer edge of the top, the offal of the after-trimming would reduce the amount of poor figured stock in the finished top, while in the case of the poor figured edges being taped, the choicest part of the veneer was in the offal.

The same thing applies to stripe mahogany veneer. In the case of quartered oak, when used for bedroom or dining-room suites, much depends on the kind of veneer selected. Take, for instance, a bedroom suite of, say, six to ten pieces. It rarely happens that the full suite is sold. It is usually minus a chiffonier or washstand, or

possibly only the chiffonier and dresser will comprise an order. The result of such sales is that there are odd quantities of some pieces left, and the next order to the factory is made out to even up the suites.

In such cases it often happens that a dresser is veneered with an entirely different figured veneer from that of the rest of the suite, and happens more often in oak than in mahogany, on account of the greater variety of figure found in quartered oak. The fault is usually attributed to the man who prepared the veneer, but the blame is misplaced, for, while the veneer man or matchers can make or mar the appearance of the case in the matching, they have no control of the figure in the veneer, and right here may be found the cause of certain pieces of the same suite not having the same kind of veneer.

The proper place to lay the blame is on the veneer buyer, for in selecting veneer for a special purpose, such as mentioned, it is very important that a uniform color, figure and texture should be obtained and probably more care is required in selecting oak than in any other kind of veneer. What is termed a "blotch figure" is about the only variety of figure that will insure a perfect match, one batch with another. The variety known as "stripe" or "tiger stripe" certainly presents a very fine appearance and will match nicely, too, but the lack of uniformity makes it unsuitable for the class of work mentioned. It is common to find, in the same flitch of veneer, such a contrast between the top sheet and the bottom sheet that the critical consumer would imagine they were out of entirely different trees.

Another objection to the stripe figure in oak is that it doesn't always run at the same angle in the sheet, some being nearly square across the sheet and possibly changing in the same flitch to an angle of forty-five degrees. Some manufacturers do not regard this as any objection, and this probably accounts for the mismated bedroom and dining-room suites occasionally seen on the dealer's floor. The veneer man and matchers may have accomplished all that was possible in the veneer, and possibly the grade was good, but the variety of figure was such that uniformity was an impossibility.

When goods must match continuously, the veneer must be specially selected. This may seem to some like splitting hairs, but on expensive, high-grade goods probably nothing appeals to the consumer so much as the harmony which constitutes a practically perfect match in color, figure and texture.

In the case of mahogany less difficulty is experienced, for the stripe mahogany is not possessed of such a variety of figure as found in the oak, although considerable care must be exercised, for occasionally we find a sort

What Those Who Know

Say About

LOUISVILLE Built-Up-Stock

From a furniture manufacturer in Pennsylvania:

"We are very much pleased with the quality of your stock, and while we are able to purchase at lower prices, we feel it consistent to place our orders with you."

From a manufacturer of talking machine cabinets in northern Indiana:

"We find that your panels which we are now working on are the nicest, squarest and best panels we have ever worked with. Now we are not saying this in a flattering way, but simply stating the truth as we see it."

From a manufacturer of phonograph cases in New England:

"We beg to thank you for your kind attention to our recent requests regarding shipments, and very much appreciate the way you have handled the matter. Your methods of doing business are very pleasing."

WE WILL GIVE YOU BOTH QUALITY AND SERVICE

Louisville Veneer Mills

Also Manufacturers Figured and Plain Veneers LOUISVILLE, KY.

of mottled appearance in the stripe mahogany, such as would be produced from a slightly curly log. This doesn't appear nearly as conspicuous in the white as it does after the finish is applied, the effect of the finish being to show it more distinctly. Veneers of this kind match easily and have a beautiful appearance, but where a continuity of match is required, it shouldn't be used, as it is not a regular run of stock, and possibly no two trees would show the same kind of a mottle.

The matching of crotch mahogany or Circassian walnut is an entirely different proposition from that of the quartered oak or stripe mahogany. In the case of these veneers, a continuity of match is not considered, for while there is to be found in either case a great variety of figure, yet the method of matching produces a similar effect. Considerably more care and experience is required to properly match crotch or Circassian than the ordinary veneers, and more satisfactory results are obtained when the matching, jointing and taping are in the hands of the same individual, who, by the way, should be a full-fledged mechanic, for such work is no job for an apprentice whose ideas are not mature and whose judgment has not been balanced by long experience in this particular line of work where so much depends upon a combination of knowledge and taste.

Probably next in importance to the matching is the selection of the veneers, for, in making the selection, the quality and style of the goods to be veneered must be taken into consideration. For instance, if the job be bedroom suites, where the tops of all cases are to be in four pieces, with butt joints, a very great deal depends on the selection, and more especially in the Circassian veneer. It is the practice of some manufacturers (and some very good ones, too) to have the veneer man or matcher select these fancy veneers. This is probably one of the safest ways to secure suitable stock, for, as in the case mentioned, a lot of butt joints are required, and only certain flitches will cut suitable butt joints.

It is to the proprietor's interest to encourage any scheme or detail that tends to improve the matching, for he realizes more than does the workman the value of matching on high-grade goods.

Do You Carefully Look for Small Defects Before Gluing?

The more thoroughly face veneer is examined before using, the less likelihood there is of pieces of finished work being condemned. Sometimes a lot of face veneer has fine pinworm holes or something of the kind in it, which might pass unnoticed but will do damage in the presses by the glue coming through the holes and sticking the faces together. Nor are the pin holes the only things; there are small cracks and checks that must be looked after. They may not be large enough to condemn the work but it is best to paste a strip of paper or something over them, to keep the glue from coming through and sticking to the next piece. Where defects are found which are apt to condemn the work after it is finished, it is much better to lay out the veneer ahead of the gluing. In other words, the more pains taken in assorting the veneer before it is used in the glue room, the smaller will be the percentage of waste in the finished product from defective veneer.

WALNUT

You buy shoes from a shoe store because it specializes in shoes. By the same reasoning you should buy walnut where walnut is the exclusive product; where concentration on one wood has made possible specialized study of every point of manufacture and handling. If you would understand the methods which have made our walnut accepted as standard, you are cordially invited "to see it done" at

our plant



This Plant produced Seventeen Million Feet of American Black Walnut last year—but will go much beyond that this year.

Pickrel Walnut Co. St. Louis, Mo.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



Drying by Machinery

The veneer manufacturing and using trades have been rather slow, as a general proposition, to come around to the idea of using mechanical methods of drying. Some sort of air drying system, more or less crude, but based on the fundamental idea of circulating warm air through the stock, is usually found, and these methods have produced reasonably good results. They have dried the stock, but they have not turned out the veneers in a flat condition, nor have they been able to maintain uniformity of production, for the reason that varying conditions of the atmosphere have affected the rate at which elimination of moisture has been possible.

It has been interesting to observe how the present activity in the veneer business, due largely to the big rush which is on in the furniture trade, has resulted in manufacturers turning toward mechanical drying methods as a means of speeding up their output. The mechanical system has air-drying beat a long ways, not only in uniformity, which is a big advantage in itself, but in the rate at which the stock can be turned out; and when a concern finds itself unable to keep up with orders, help of this kind looks mighty good.

Two instances are known where veneer drying equipment has been installed recently. In one plant two machines have been used right along, and the third was installed because the manufacturer knew how much it could help to stimulate production. In the other plant, the old-time systems had been used for years, and the arguments of manufacturers of mechanical dryers had never been availing. With orders coming in rapidly and difficulty being experienced in keeping up with them, however, the concern turned in the direction of mechanical methods, determined to try them out and see whether the benefits would equal promises. And without much doubt this is what is happening in a lot of other places.

Some Important Points in Selecting and Operating Veneer Presses

The laying of veneered panels requires considerable experience, as there are so many things to interfere with the making of a first class I anel. There is considerable difference of opinion in regard to the amount of pressure necessary to do this work. A great deal of stock is spoiled on account of having received an insufficient amount of pressure. However, very little stock is damaged by applying too much pressure. Any damage resulting from an over-pressure is easily detected, while damage from too little pressure may not become apparent until the panel has been made up and finished. The only damage from over-pressure is in crushing the cores where a soft wood is used.

There are a great many grades of work being put up at the present time. This work ranges from the first-class panel made up for fine furniture and interior finish to the cheap three and five-ply panels used in building packing boxes and cases. The amount of pressure required to do good work depends largely upon the class of work that is being made. The finer the work the better it is necessary to prepare the surfaces. Nicely prepared panels do not require quite so much pressure as the rough ones. It is well to use all the pressure that can safely be applied without crushing or distorting the cores.

For large panels very heavy presses are required, but some manufacturers are tempted to install a lighter press than is necessary to do good work. Some very good veneer work may be accomplished where the surfaces are nicely prepared with 100 pounds pressure per square inch on the panels, but it is an unusual occurrence. For the coarse panels used in packing boxes and cases, about 200 pounds per square inch is advisable in order to bring the surfaces closely together and to force out all of the air and surplus glue. For ordinary work 150 pounds pressure per square inch is a safe pressure to obtain good work. Cores of most any kind of wood will stand up under this pressure, and the pressure is sufficient to bring the surfaces firmly together and to prevent the pocketing of the glue.

Veneering should be done as rapidly as possible, especially where high-grade work is being done. In this case the vencers are very thin and the cores heavy. When the veneer is placed on the core, the wet glue penetrates very quickly on account of the thinness of the face stock, and it immediately begins to swell. Being heavy the core is not penetrated so quickly and, of course, it does not swell so rapidly as the veneer. When the pressure is applied there is no chance for the veneer to contract, as it dries. The pressure is held on the package until the panels are perfectly dry. If the panels go from the press room to the finishing department and are finished quickly the checking quite frequently does not take place until after the varnish has been applied. This causes the checking of the panel, which is frequently laid to the finishing department instead of the press. The checking may be overcome: First, by applying sufficient pressure; second, by applying it quickly before the veneer or the core has a chance to swell; third, by applying the pressure uniformly the same on each square inch of the package.

The glue manufacturers quite frequently have to answer for defects in panels that are caused by too little pressure being applied when the veneer was laid. Immediately on finding defective panels caused by too little pressure the blame is laid at the door of the glue manufacturer because this is the easiest thing to do. The veneer manufacturer does not think to look into his pressure methods. If he would, he would probably find that the press manufacturer has furnished him with a press unsuited for his work and with too little pressure. There are a great many secret processes for making glue used on veneers to some extent in this country. These originate mostly in Germany and requires presses with hot plates. This process is quite different from the regular process of laying veneers and requires different treatment.

By Frank B. McMillin, general manager and secretary of the Hydraulic Press Manufacturing Company, Mount Gilead, O.

of and

the most gifted members of the analysis of the consession humor and he gave excellent proof of this fact by the members in which he regaled the members of this organization during his brief talk. He pledged his best efforts in behalf of the Lumbermen's Club of Memphis and, in thanking the members for the honor which had been conferred upon him, made it quite clear that he was fully appreciative of the fact that it would be necessary for all of them to co-operate with him if the best efforts were accomplished.

The first official act of Mr. M. C. The appointment of the following standing committees for the year:

ADVISORY BOARD S. M. Nick a mount in said all former presidents of

The special committee of which Chas, G. Kadel is chairman was authorized to proceed with the arrangements necessary to maintain an employment bureau in the rooms of the Lumbermen's Club in the Business Men's Club Chamber of Commerce. This means that a card index system will be kept by which members will be made aware of all applications for positions in either offices or mills, a plan which should greatly facilitate

the securing of such help as is desired.

The committee was also authorized to install a system by which a record may be kept of "Lumber Wanted" and "Lumber for Sale." This will be done for the information of the members and is expected to very greatly facilitate the exchange of lumber. Those who want to buy will know what is for sale and those who want to sell will have means of communicating this fact to those who are interested.

These rooms have been something of a white elephant on the hands of the members of the Lumbermen's Club of Memphis since they were finished and furnished several years ago, but they now promise to be not only a very great practical help but also a rallying point for the lumbermen of this city and section. Miss Florence Corrington, assistant secretary of the club, will be in active charge.

The dinner which is to be arranged by the secretary of the Lumbermen's Club and the secretaries of the other three organizations already named promises to be one of the most elaborate affairs in the history of Memphis, which is noted for its accomplishments along this line. Readers of Harpwoop Record are familiar with the fact that these three associations will hold their meetings in Memphis January 18, 19 and 20, a fact which presages an unusually large and representative attendance.

One application for membership was filed, that of J. Thomas Jones.

With the Trade

Walter D. Young

Water Day W. D. Yola's & Co., darfait Bay Cit., Mich. welcome n/8 = n + r + r + r + 1 . December 20 . The immediate consensation is r + r + 1 + r + r + 1 and on the results of the second of

Mr. Young has been a prominent figure in northern lumber circles for years. He built what is considered one of the biggest northern operations through his own efforts. His interests have become extensive, in some cases getting away from the direct lumber field. In fact, he became of late years in terester in the pueling and sugar business

Mr. Young was born at Albany, N. Y., in 1855 of Scotch parentage. His family moved to Bay City in 1870. Mr. Young spent practically all of his lifetime in Bay City, starting early to make his own way. His first work was as a Western Union messenger and from there he graduated to the banking business, clerking in a Bay City bank for a number of years. His entry into the lumber business dates back to 1890, when he organized the Michigan Log Towing Company, which made a business of towing logs from the Canadian woods to Michigan. The next year he organized the Young Transportation Company and in 1893 W. D. Young & Co., was established with a hardwood sawmill and a large maple flooring factory. interests have expanded ever since. He later became president of the Young Cattle and Packing Company, of the Island Lumber Company and of the German-American Sugar Company. He was well up in banking circles locally. He also served on the directorate of various outside institutions, among them some of Chicago's large banks.

Mr. Young was a prominent Mason. He is survived by a widow and four children, Mrs. William Bishop of Dundee, Ore,; W. D. Young, Jr., of Bay City; Mrs. Roy Richardson of Alpena, and Francis L. Young of

"Billy" Dings Joins Dermott Company

W. W. Dings, who is usually spoken of as "Billy" and who for many years has been with the Garetson-Greason Lumber Company of St. Louis, Mo., became sales manager for the Dermott Land & Lumber Company on January 1. Mr. Dings will be located at Chicago, where the Dermott company has offices in the Railway Exchange building.

Lumberman in Important Government Appointment

The announcement of the appointment by President Wilson of J. B. White of Kansas City, Mo., to the membership on the government shipping board has created a great deal of interest and satisfaction in lumber circles. Mr. White's associates will be William Denman of San Francisco, Bernard N. Baker of Baltimore, John A. Donald of New York and Theodore Brent of New Orleans. All of the appointees represent industries of peculiar moment to the country and their grasp of the problems in their respective businesses gives to them exact fitness for the very important work that the board will be confronted with.

Mr. White has been a leader in many of the big things in the lumber industry. He personally has been instrumental in many accomplishments



THE LATE WALTER D. YOUNG, BAY CITY, MICH.



J. B. WHITE, KANSAS CITY. APPOINTEE TO FEDERAL SHIPPIN: BOARD



W. W. DINGS, SALES MANAGER DERMOTT LAND & LUMBER CO.. CHICAGO AND DERMOTT, ARK.

that have advanced the trade further in the ranks of modern business. His appointment for the three-year term is a just recognition not only of Mr. White but of the industry which he represents.

Mr. White is president of the Missouri Lumber and Mining Company, the Missouri Lumber and Land Exchange, the Louisiana Central Lumber Company and the Forest Lumber Company.

Late Wisconsin News

The hardwood market continues about the same as it has been for some months. Woodworking industries are busy, some working twelve hours a day in an effort to catch up with orders on hand. Inventories and other annual work are being completed as rapidly as possible. The new year has started in with the excellent business conditions which have featured the industry during the recent months.

The market continues steady and strong. Many purchases of last year have not been delivered, while the present supply of dry stocks is being rapidly bought up. New stocks will not be coming in before May 1, and many orders are being placed for future delivery at present prices, so that the advent of new stocks will hardly have any weakening effects on the market.

Shipping conditions are still in bad shape. Deliveries cannot be depended upon and there is a general shortage of cars to ship the finished products. The shortage of cars is handicapping the transportation of logs to mills in the northern section. The output of forest products this year will be the largest in ten years, according to railroad officials in northern Wisconsin. Several large operators have entered the field this winter.

Building operations continue fairly active and consequently the planing mills are finding this a busy season. Furniture, sash and door and box factories are operating on steady time. The Milwaukee road shops here are busy on new car construction and repair work.

The labor condition in the woods is much improved, but the price is exceptionally high. The Milwaukee Free Employment Bureau is sending hundreds of men to the north every week.

The W. N. Albertson Engineering Company, First National Bank building, Milwaukee, has purchased the Iola Saw & Planing Mill Company and the Iola Electric Light & Power Company at Iola, Wis. E. G. Nehles has been appointed temporary manager.

The Schram Manufacturing Company of Ladysmith, Wis., has installed additional machinery which will greatly increase the output as well as the number of men employed.

Oscar W. Sturner has been selected as manager of the Colby Cheese Box & Silo Company at Colby, Wis. He succeeds Fred Grambort, who resigned but will remain in the service this winter to do scaling for the company.

The Moore Lumber Company, of Tomahawk, Wis., has resumed operations of the former factory of the Tomahawk Veneer & Box Company. The plant, purchased several months ago, will employ from 150 to 200 men.

The Marinette and Menominee Box Company has been incorporated at Milwaukee by T. F. Knapp, C. C. Major and F. R. Wahl, with a capital stock of \$100.000.

H. M. Kramer of Rhinelander, Wis., has become manager of the Walsh Lumber Company at Mondovi, Wis.

The Sheboygan Couch Company of Sheboygan, Wis., sustained a loss by water as well as fire resulting from the explosion of a tank of benzine in the finishing room. Adjoining buildings were saved.

The sawmill of the Foster-Latimer Lumber Company at Mellen, Wis., has commenced on both day and night shifts since the first of the year.

William C. Hood, general manager of the American Seating Company of Racine, Wis., and for thirty-five years connected with the firm in executive capacity, resigned to devote his time to other business interests.

L. W. Filyes, who has been carrying on logging operations of his own at Antigo, Wis., for several years, has been selected as manager of the new plant which the Charles W. Fish Lumber Company will establish in that city.

The Sturgeon Bay Fruit Package Company of Sturgeon Bay, Wis., will install additional equipment which will enable the plant to produce cheese boxes during the off season for fruit package manufacture. This will allow the plant to operate the year around.

The two-story sawmill and other property of the Chaudoir Company at Brussels, Wis., were destroyed by fire recently at a loss of \$20,000. Insurance of \$5,500 was carried. A shift in the wind saved the remainder of the little town.

Joerns Brothers Company, Stevens Point, Wis., has ordered new equipment to increase the capacity of the furniture factory at that place. The plant closed down ten days during the holidays for annual inventory and overhauling.

The Mosinee Land, Log & Timber Company will commence operations at its sawmill at Mosinee, Wis., as soon as the first logs are delivered in the hot pond. The largest cut in years is contemplated by the concern.

Lee Brothers, who took over the sawmill of the Brown Brothers Lumber Company at Rhinelander, Wis., some time ago, have commenced operation. A steady run is anticipated.

The main building of the old Barker & Stewart Lumber Company sawmill on McIndoe island, at Wausau, Wis., was destroyed by fire, probably of incendiary origin.

Charles Frederickson, prominent lumber broker and superintendent of the Brown Bros.' mill yards at Rhinelander, Wis., was instantly killed by a train while checking lumber in a pile alongside the track. He was fifty one years old and unmarried.

William H. Schmidt, Sr., pioneer in the lumber and woodworking industry in Milwaukee and head of the William H. Schmidt & Sons Sash & Door Company, Wauwatosa, died December 30 at the age of seventy-three years. He was interested in lumber, sash and door and box factories at various times previously to establishing the present concern.

The first car of mahogany logs ever shipped directly into Wisconsin for manufacture into veneer was recently received by the Ahnapee Veneer & Seating Company at Algoma, Wis. A special slicing machine for cutting mahogany and other figured woods into veneer has been purchased and will be set up in the new concrete addition. The machine weighs 65,000 pounds.

The John Kaufman sawmill at Phlox, Wis., together with other property has been sold under foreclosure of mortgage to Louis Steckbauer of Aniwa. The mill transfer carries developed water power with it. The new owner will operate it with M. Ellstadt, lessee and operator under receivership.

It is reported from the upper peninsula that the Chicago, Milwaukee & St. Paul railroad will soon acquire the ownership of the Escanaba & Lake Superior road. The company is owned by the I. Stephenson interests and was built primarily for a logging road. It runs from Wells to Channing, a distance of sixty-three mlies.

The new hardwood flooring plant of the W. E. Williams Company at Oconto, Wis., work on which was commenced October 5, 1916, will probably start operations January 15. The machinery is practically installed and four dry kilns about completed. The main building is 72 by 308 feet; the dry kiln wing, 80 by 100 feet, and the warehouse 40 by 200 feet. Frame construction is used. The machinery is being installed on the main floor, with drive shafts and connections on the ceiling of the basement.

Furniture manufacturers of Wisconsin and Minnesota met at the Blodgett hotel at Marshfield, Wis., January 3, to organize a branch of the National Furniture Manufacturers' Association. The branch organization will be known as the Northwestern Case Goods Manufacturers. Representatives present came from Minneapolis, Duluth, Sheboygan, Plymouth, Oshkosh, Grand Rapids and Stevens Point. A committee will draw up by laws of the organization and at the next meeting will elect officers and carry out other plans. Frank R. Upham, of the Upham Manufacturing Company and former president of the national, is active in the work.

The Fond du Lac Church Furniture Company, Fond du Lac, Wis., has completed the erection of a new three-story, 108 by 96 feet, brick building equipped with modern offices, salesrooms and storage space. The present building will be devoted entirely to the manufacture of the church furniture products as well as by the Sanitary Refrigerator Company, which the former concern took over some time ago, succeeding the former Bowen Manufacturing Company.

Arkansas Lumber Into West Virginia

What is reported to be the first shipment of Arkansas lumber into West Virginia arrived at Charleston early this week in two barges consigned to the West Virginia Timber Company. The lumber had been on the rivers for about two months, being held up by low water. The barges came from Arkansas City to Point Pleasant and from there up the Kanawha river to Charleston.

Conditions Favorable and Unfavorable to Logging Around Memphis

The Mississippi river is rising and this means that conditions are improving for the transportation of both logs and lumber by water. This applies not only to the Mississippi itself but also to its tributaries and for this reason the increased stage is welcomed by lumber interests who depend upon this method of handling their log supply. The river here reached an exceptionally low stage during December and for some time it was impossible to handle logs by water either on the Mississippi or its tributaries, with the result that there was some stoppage of manufacturing operations where mills depended upon the river for their log supply. It is predicted that the Mississippi at Memphis will go to a stage of twenty-five and probably thirty feet from the volume of water now in sight and, if this forecast proves true, there is a very large amount of timber that will thus be made available for the use of mills in this city and section.

Unfavorable weather conditions have prevailed in this territory during the past three or four weeks. There have been very few days of sunshine. On the other hand, there have been many days of rain, sleet or snow and the ground throughout the valley states is thoroughly watersoaked. This has interfered materially with work in the woods, including both the cutting and hauling of timber. As a consequence the amount of timber available for the mills is somewhat reduced and this is occurring just at the time when the supply of cars for the handling of logs is considerably increased as compared with more recent periods. There is a fair supply of timber on the rights-of-way of the railroads and on river banks awaiting transportation and because of this fact it is probable that mills will be able to run for some time without appreciably feeling the effect of the absence of active operations in the woods. However, it is realized that the weather now will prove a serious factor in the amount of timber available a few weeks hence and for this reason lumber interests are hopeful that it will be possible in the very near future to resume the cutting and hauling of timber preparatory to d livery to mills. Just now there is comparatively little interference with manufacturing operations as a result of immediate timber scarcity, but it is recognized by manufacturing interests that the present lull in cutting and hauling must inevitably prove a source of curtailment of manufacturing from sheer lack of logs if there is not soon a change for the better in this respect.

LeMontree Manufacturing Company Fire

The plant of the LeMontree Manufacturing Company on West Eighth street, Cincinnati, was destroyed by fire last week. The estimated loss is \$20,000. The concern manufactures garment hangers and considerable stock of lumber was consumed. The factory of the Cincinnati Panel Company, just west of the LeMontree concern, was menaced, but aside from a little loss from water and smoke, no damage of consequence was done. A blizzard raged during the fire, making the work of the firemen hazardous.

Lawrence & Wiggin Now Harry H. Wiggin & Co.

The old Boston firm of Lawrence & Wiggin, with offices in the Terminal building, is no more. By mutual consent the firm has been dissolved and Harry H. Wiggin, formerly a member, has taken over the assets and assumed the liabilities. He will carry on the business at the same address as Harry H. Wiggin & Co. The company makes a specialty of hardwoods and mahogany.

Huddleston-Marsh Mahogany Company Takes Larger Offices

The Huddleston Marsh Mahogany Company of New York and Chicago announces that the growth of its business has made necessary considerable expansion in its New York quarters. The company was formerly in suite 1822-1823 Aeolian Hall at 33 West 42nd street, New York. It is now taking a more extensive suite on the eleventh floor.

A Profitable Sales Plan for Retailers

In a book designed to help retailers merchandise their lumber, the Bridgeport Wood Finishing Company, New Milford, Conn., argues that as people are making their homes more attractive, and are living up to a high standard, they are giving increased attention to home furnishing and decorating and are showing a greater and greater interest in artistic, harmonious finishes. Recognizing this fact, the Bridgeport company, which has done a good many live things in the way of merchandising, has worked out a plan that fits with its exhibit plans in other directions. That is, it finishes up numerous samples in all of the modern and original finishes in different woods; gives formulae and other instructions that will enable the retailer to instruct his client how to secure the exact finish in his home that he selects from his samples, and spreads this information broadcast wherever the proper opening may be found. In fact, the plan is broad enough to include the largest architectural work or the smallest job of house fixing. It fits with the big paint store in the metropolitan center, and the small retailer's establishment where all kinds of building materials and finishes are carried. It enables the dealer, knowing the woods and their characteristics, to put himself in position as an authority on proper finishes for interior and exterior woodwork, thus enabling him to create a close connection between himself and those building or

In short, the retailer who first co-operates with the Bridgeport company in his community, thus making himself invaluable to the architects. builders, contractors, painters, decorators and the home owners, distinguishes himself as a service merchant in that he can advise as to the correct use of the commodity which he sells—lumber.

The Bridgeport company describes the plan with all complete details, giving numerous illustrations, these making interesting and profitable reading to any woodworker anywhere.



The only "interior finish" used in this Mexican home was put there by the native woman who stands near the corner of the porch. Yet the man shown in the picture is engaged in the business of bringing out from nearby forests mahogany logs which make the finest interior wood in the world. We are indebted for this photo to the Huddleston-Marsh Mahogany Company, New York and Chicago, importer of mahogany and manufacturer of mahogany lumber and veneer.

Deutsch-Joan

Jay B. Deutsch, general manager and treasurer of the Lake Independence Lumber Company. Big Bay, Mich., was married on Wednesday, December 27, to Miss Petrollina Joan of Buena Vista, Va. There was no long courtship before this marriage as reports have it Mr. Deutsch had met Miss Joan but once prior to his coming to Chicago for the holidays. According to all available evidence, he came to Chicago without the slightest thought of matrimonial results and returned to Big Bay less than a week later a married man. The couple will reside at Big Bay, where Mr. Deutsch has been located for the past five years.

Will Build Extensive Logging Railroad

The Cherry River Boom & Lumber Company with headquarters at Scranton, Pa., will shortly build a standard gauge railroad from Camden, W. Va., to the Williams river, a distance of fifteen miles. The work has already been started. The new road will open up great new tracts of timber for development.

Chester F. Korn Marries

"I am offering my resignation, as I understand you do not employ married women, and I am to be married Christmas Day to Mr. Chester F. Korn.—PRANCES HUFFYKER,"

This message, in a telegram to chief probation officer, A. C. Crouse of the court of domestic relations, from Miss Frances Huffaker, probation officer of the court and a well-known social worker, was the first intimation the host of friends Mr. Korn had that he was about to marry. The ceremony was performed at Louisville, Ky., Christmas Day.

Mr. Korn is one of the most prominent lumbermen in Cincinnati. He formerly was president of the Farrin-Korn Lumber Company, later withdrawing from that concern and organizing a large business of his own, known as the Korn-Conkling Company, which does quite an extensive foreign as well as domestic business. About a year ago he made a tour of Europe, gathering first hand information regarding the export business in war times as well as hints on what to expect at the close of hostilities. He is also president of the Winton Savings bank, at Winton Place, a northern suburb in which his lumber plant is situated.

Mrs. Korn had been connected with the juvenile and domestic relations court for a year. For two years previous she was employed by the Associated Charities, always having had an active interest in social work. She is a graduate of the New York School of Philanthropy. The ceremony took place at the home of Joseph M. Huffaker, prosecuting attorney, in Louisville. The wedding came as a big surprise to social circles in Louisville and Cincinnati, where both bride and groom are quite prominent.

Cash Returns From National Forests

The annual report by the Secretary of Agriculture submits figures showing that the returns in cash from national forests last year totaled \$2,800,000, an increase over the preceding year of \$340,000. The increase came from larger sales of timber and in an extension of the grazing privileges. The eastern government forests aggregate 1,396,367 acres, which land was bought at an average price of \$5.22 per acre by the government.

The American Mule Is Appreciated

The only lumber operation in the Bahama Islands has imported American mules for swamping the logs out of the wilderness to the railroad which hauls them to the mill. An American firm owns the business and that may account for the place of honor accorded the American mule. The timber is yellow pine similar to that growing in southern Florida and commonly known as Cuban or slash pine. The mill cuts 70,000 feet a day and the company owns enough timber to keep the mill going seventy years. About 400 men are on the payroll, mostly West Indian negroes, but skilled Americans hold the important places and are paid good wages. The company's headquarters are at Wilson City, Abaco Island. Cuba is the largest purchaser of the lumber and Nassau is second.

Hardwood News Notes

≺ MISCELLANEOUS ≻===

The Concordia Woodworking Company has been incorporated at Portland, Me., with a capital stock of \$10,000.

The Banner Buggy Company of St. Louis, Mo., announces a decrease in its capital stock from \$400,000 to \$100,000.

The capital stock of the Mengel Box Company of Louisville, Ky., has been increased from \$5,000,000 to \$6,000,000.

B. F. Dulweber of Cincinnati, O., has acquired all of the stock of the John Dulweber Company, manufacturer hardwood lumber. For the present he will continue the business under the same name.

Wm. Kuenzli has been appointed receiver for the Columbia Manufacturing Company, New Philadelphia, O., manufacturer of broom handles.

The Campbell Folding Crate Company, Elk Rapids, Mich., will move its plant to Traverse City, Mich.

The Aulsbrook & Jones Furniture Company of Sturgis, Mich., has increased its capital from \$100,000 to \$250,000.

The Michigan Furniture Company, Grand Rapids, Mich., has decreased its capital stock from \$300,000 to \$200,000.

The Tennessee Lumber & Veneer Company of Johnson City, Tenn., has suffered a rather severe fire loss.

The Haag Cabinet Company has been incorporated at Newport News, Va. At Spencer, Ind., The Eel River Falls Lumber Company has started in the wholesale hardwood business.

The Standard Veneer & Panel Company has been incorporated at New York City.

Word comes from New Bern, N. C., of the incorporation of the Gum Panel Company.

The Defiance Box Company of Defiance, O., has decreased its capital stock from \$300,000 to \$150,000.

The Marcus A. Monaghan Company has been incorporated at Cleveland, O., by M. F. Widner, Jr., G. M. Hones, M. F. McCarthy and R. R. Lee to manufacture cabinet work. Capital stock is \$10,000.

The Winegar Furniture Company of Grand Rapids, Mich., has decreased its capital stock to \$200,000, and the Curtis, Towle & Paine Company of Clinton, Iowa, has increased its capital from \$200,000 to \$300.000.

At Millersville, Wis., the Herman Sprenger & Sons box factory and grist mill recently burned with \$15,000 damage.

Barth Brothers Manufacturing Company, manufacturer of woodenware at Port Washington, Wis., was recently destroyed by fire. Loss is estimated at \$25,000.

At Boyne City, Mich., R. E. Olds, Heber W. Curtis and John Murray recently purchased the interest of the W. H. White Company in the Boyne City Lumber Company.

M. Lewis, Brown Antone, L. Lott and B. C. Lewellyn have incorporated the Detroit Wood Products Company, Detroit, Mich. Capital stock is \$25,000.

The Pisgah Land & Lumber Company, with \$5,000 capital, has been incorporated at Scottsboro, Ala.

The Hardwood Interior Company of San Francisco, Cal., has become bankrupt.

The Portage Lake Mill Company of Houlton, Me., has increased its capital from \$70,000 to \$270,000.

A receiver has been appointed for the Atlantic Coast Veneer Company of Wilmington, N. C., while a temporary receiver has been appointed for the W. B. Lukens Lumber Company of Philadelphia, Pa.

The Anchor Bay Lumber Company of Detroit, Mich., recently became an involuntary bankrupt.

W. L. Roach, president of the Roach & Musser Company of Muscatine, Iowa, died recently.

The C. M. Kellogg Lumber Company of Chicago and Cairo, Ill., has been succeeded by the Kellogg Lumber Company, a recent incorporation with \$50,000 capital.

The following incorporations have recently been reported: Arkansas Cooperage Company at Jacksonport, Ark., the Eastern Building Finish Company at Boston, Mass., the Hardwood Products Company at Itta Bena, Miss., and the Bath Hardwood Lumber Company at Warm Springs, Va.

=< CHICAGO >=

Ray E. Pickrel of the Pickrel Walnut Company, St. Louis, Mo., passed through Chicago on Tuesday en route to Grand Rapids where he will look over the new furniture lines.

Earl Crossman, sales manager of the A. L. Dennis Salt & Lumber Company, Grand Rapids, Mich., spent a day in Chicago last week. Mr. Crossman reports northern hardwoods continuing their trend upwards.

J. P. Bushong of the Northwestern Cooperage & Lumber Company, Gladstone, Mich., accompanied by former superintendent William Schallinger, passed through Chicago this week on their return from Bay City.

The large dry kilns and considerable hardwood lumber were destroyed in a fire at the Pullman Company plant last week.

N. J. Rupp, president and treasurer of the John C. Moninger Company, greenhouse construction contractor, died December 28 following an operation for appendicitis and an illness of several months, during which time his son, Walter M., was in charge of the business. Burial took place December 31 from the residence, 3508 Janssen avenue. The previous evening fire destroyed the warehouse of the company, but the office and adjoining buildings were saved. Rebuilding will be commenced at once and Walter M. Rupp will continue in charge.

The Forreston Table Company has been incorporated at Chicago.

The National Piano Bench Company of Chicago has suffered an in voluntary petition in bankruptcy.

Sam A. Thompson, manager for the Anderson-Tully Company, Memphis, Tenn., passed through Chicago last week en route to Canadian points, where he will look over the woodworking situation.

H. E. Glasser, representing George W. Hartzell of Piqua, O., in central territory, arrived in Chicago last week. Mr. Glasser found trade so good that he stayed all week.

Frederic Schreibman, M. E., E. E., consulting engineer from the University of Leige, Belgium, has been spending several days in Chicago preparatory to introducing a new and very effective method of bending wood. Mr. Schreibman is prominent in engineering circles in Belgium and in the two years he has been in this country has handled some very important assignments in the woodworking as well as other industries. His bending process promises to revolutionize that branch of woodworking.

G. W. Jones, president of the G. W. Jones Lumber Company, Appleton,

Wis., and the Forrest City Manufacturing Company, Forrest City, Ark., passed through Chicago last week on his way to the southern plant.

The annual meeting of the Lumbermen's Association of Chicago will be held on Monday, January 15.

-----≺ BUFFALO >------

Charles H. Crouch, head of the Crouch & Beahan Lumber Company, Rochester, died at his desk from heart disease on December 28, aged fifty-nine years. He was a long-established and popular lumberman and one of the most prominent citizens of Rochester. His wife, one son and three daughters survive.

Taylor & Crate's new yard on Elmwood avenue is reported to be coming along in excellent shape and will be ready for business in hardwoods this spring. Lumber demand is reported to be satisfactory. The firm still has considerable stock in its Elk street yard, which is being gradually disposed of.

Jackson & Tindle have been disposing of a large quantity of hardwoods recently and report the demand as strong. W. K. Jackson is looking after the firm's interests in Canada for a few days.

T. Sullivan & Co. state that brown ash and elm are in steady demand, the only cause for complaint nowadays being the slow delivery of stock. Shipments from Michigan are held up much longer than usual.

The Hugh McLean Lumber Company reports the hardwood demand as above the average at this season. H. A. Plumley, purchasing agent, has returned from a business trip to the mills.

The Standard Hardwood Lumber Company is looking forward to a good demand for hardwoods this year, though demand has been lately interfered with by the holiday season. The yard has a fair assortment and car supply has been quite good.

The Yeager Lumber Company states that demand is fair so far this year. A number of woods are now moving, with prices holding strong. Oak and maple show their usual lead.

G. Elias & Bro, state that the hardwood trade is holding its own, with quite a fair stock of interior finish in demand. A large trade in building lumber is looked for this spring.

W. P. Miller of Miller, Sturm & Miller has been recovering lately from a siege of illness, which lasted several weeks. The yard is selling a fair quantity of oak and maple.

H. B. Gorsline of the National Lumber Company has been elected one of the new police commissioners of North Tonawanda. Peter Baillie of the Kelsey Hardwood Lumber Company, who has held the position for twenty-three years, is his associate.

Blakeslee, Perrin & Darling have been adding to their lumber stocks considerably in the past few weeks and now report having an unusually large general assortment.

The Buffalo Hardwood Lumber Company reports an increased activity in birch, which it is making a specialty. Oak and ash are also selling fairly well so far this year.

The Atlantic Lumber Company has completed its inventory taking. The assortment of hardwoods in stock is quite complete at present.

=≺ BOSTON >=

Heywood Bros. & Wakefield Company has purchased the plant formerly occupied by the Derby Desk Company at North Somerville and will transfer several departments of its business to this location, principally the storage and shipping of goods. There will not be any general decrease of manufacturing operations at the two Massachusetts plants and the Boston salesrooms will still be maintained.

The firm of Robertson & Larkin at Hudson, Mass., whose senior partner recently died, has been succeeded by the Larkin Lumber Company incorporated with capital of \$65,000.

The Boston & Albany Railroad has modified its embargo to permit transit of freight from connecting lines for points east via West Albany and other junction points; this together with some other relief measures has rendered the situation a little more favorable on the New England roads, but there are many trunk line prohibitions which constitute a serious obstacle to the lumber trade in getting stock through.

=< PITTSBURGH >---

 ${\rm J.~C.~Cottrell}$, president of the J. C. Cottrell Lumber Company, spent a few days in the East lately.

Fred R. Babcock of the Babcock Lumber Company is very busy with the arrangements for the National Wholesale Lumber Dealers' convention here in March. The Pittsburgh Chamber of Commerce will aid greatly in providing entertainment for the visitors.

The Acorn Lumber Company was fairly well satisfied with last year's business, and looks for a strong demand and very high prices this year.

The Aberdeen Lumber Company is having very hard work to get its gum and cottonwood stocks out of the Southwest, owing to the car shortage and the embargoes.

The Adelman Lumber Company is pushing its trade hard and has a splendld lot of stocks lined up for spring business. Hardwood mills in tri-state territory are as busy as they can be, considering bad roads and a shortage of help at the mills. Stocks are very light.

The Kendall Lumber Company will start its big new hardwood opera-

tion at Cheat Haven, Pa., about J $_{\rm L} = -95$. The plant will cut 35 000 feet daily.

The Frampton-Foster Lumber of major; lot the best year in its history by far in the sale of oak and hardwoods to the railroads. Its mills are all very busy now.

The West Penn Lumber Company, according to E. H. Stoner, regards the outlook for trade with manufacturing and industrial concerns this year as exceptionally good. The West Penn company had a strong growing year in 1916, and after a careful survey of the situation on a recent trip Mr. Stoner is convinced that there will be business a-plenty in hardwoods.

=**≺** BALTIMORE **>**=

The results of the year just closed insofar as the demand for lumber from builders was concerned, must be regarded as very much better than there was reason to suppose for a time. The record is not yet quite complete, but it shows that the declared value of the structures for which permits were issued during the year amounted to not less than \$15,100,000, against only \$14,129,186 for the previous twelve months, though this amount is figured with an addition of twenty per cent for undervaluation. December made some important contributions to the total; several very large operations falling within this period and to a considerable extent making up for the lean months that had gone before.

It is reported here that Robert F. Whitmer, formerly of William Whitmer & Sons, Philadelphia, who was compelled by ill health to retire for a long time, but who afterward regained his health and started in business on his own account in the building where he previously had offices, has again broken down and has had to discontinue work. His trouble is believed to be a nervous disorder.

John L. Alcock of John L. Alcock & Co., hardwood exporter, has returned from the Pacific Coast, where he went on a flying trip in company with A. L. Williams of C. Leary & Co., London. Mr. Alcock went to look after some personal matters and is also believed to have made arrangements for foreign shipments. Mr. Williams, who is in this country as a representative of the British government to take care of certain requirements in the way of lumber, remained on the coast.

The R. E. Wood Lumber Company, manufacturer and wholesaler of hardwoods, has resumed operations at its plant in West Virginia, which had been shut down for many months, the general trade conditions again having become such as to make an increase in the output of lumber desirable.

Unless the National Lumber Exporters' Association should decide to make a change in the location of the office of secretary, this official will continue to make Baltimore his headquarters. It was expected that Harvey M. Dickson, the new secretary, who succeeded J. McD. Price, might, because of his large and varied interests at Norfolk, Va., prefer to make that city his headquarters, but he decided that Baltimore was far more convenient for the membership generally than the port at the mouth of Chesepeake Bay, and he determined, therefore, to sink his individual preferences before the welfare of the association. A large part of the membership of the National Lumber Exporters' Association is located in the southern states. All of the members visit New York at least once a year and they are enabled to stop at Baltimore to confer with the secretary without making a detour, and losing time, which they would have to do, if the office were at Norfolk.

Axel H. Oxholm, a Scandinavian, who has been appointed commercial agent of the Department of Commerce, and who took the examination some time ago for one of the five places as foreign agent to investigate the possibilities of the lumber trade in Europe after the war, paid a visit to Harvey M. Dickson, secretary of the National Lumber Exporters' Association, just before the holidays, and conferred with him at considerable length regarding the conditions of manufacture and distribution, especially of hardwoods. Mr. Dickson, having been in the retail, wholesale, manufacturing and export trade, was able to give Mr. Oxholm much valuable information, which he may find of importance, if later on he is named as one of the foreign representatives. The fact that Mr. Oxholm was made commercial agent is regarded as indicative of his appointment to the other post, his present duties being viewed as in the nature of a tryout to test his capacity for investigation. Mr. Oxholm afterward wrote to Mr. Dickson from Savannah, thanking him for his courtesy and expressing high appreciation of the data given.

The Baltimore Wholesale Lumbermen's Club, which will hold its annual meeting January 9, has nominated the following ticket to be voted for at the meeting: W. Hunter Edwards, B. W. Edwards & Sons, president; J. H. Zouck, vice-president, and J. Carroll Stow of the Tuck & Stow Lumber Company, secretary and treasurer.

Frank A. Furst, a well-known contractor and capitalist of this city, and associates, are organizing a new shipbuilding company, with a capital stock of \$1,000,000, and expect to go energetically after contracts for ships to meet the present urgent need of tonnage. A site near Baltimore will be secured as a yard, and the equipment of the plant will proceed as rapidly as possible.

=< COLUMBUS >=

According to the report of the Columbus building department for 1916, the year was the most prosperous in the history of the city. The buildings erected included large business blocks and hotels, factories, apartments and dwellings. During the year the department issued 3,141 permits hav-

ing a money valuation of \$7,194,240 as compared with 2,836 permats and a valuation of \$40,28,425 in 1915. This is an increase of \$2,265,815 or about forty-five per cent. In December, 1916, the department issued 111 permits having a valuation of \$248,340 as compared with 99 permits and a valuation of \$150,340 in December, 115. Prospects for 1917 are unusually bright.

James E. McNally, general manager of the J. J. Snider Lumber Company has been elected president of the Columbus Builders' and Traders' Exchange for 1917. The annual meeting was held January 1 at the exchange rooms. Reports for the past year showed a very satisfactory condition. William F. Kern was elected first vice-president; E. A. Prentice, second vice-president and R. L. Wirtz, Will D. Cherry, J. G. Brigel, George F. Franklenburg and David Krause, members of the board of directors.

II. S. Gaines, assistant to the president of the Ohio Builders' Supply Association, which is arranging to hold its annual convention in Columbus, January 22, 23 and 24 has issued a list of the organizations in the thirty-two sub-districts in the state. The plan is to have chairmen and secretaries of the various districts which report to the headquarters in Columbus. The association now has 450 members and new members are received constantly. One of the features of the coming annual meeting will be a banquet, held at the Southern hotel on the evening of January 23.

According to a report recently issued by the department of statistics and investigation of the Ohio Industrial Commission covering the calendar year of 1915, 86,599,176 was paid out in Ohio as wages by lumber and planing mill interests. The amount of wages paid out by those interests is twelfth in the list of manufactures in the Buckeye state and is a good indication of the importance of the industry.

The C. A. Mauk Lumber Company, of Toledo, O., which suffered a heavy fire loss in September, is busy rebuilding the plant. The new plant will be fifty per cent larger and will have a capacity for storing 200 cars of shingles.

The Koss & German Company of Fostoria, Ohio, has changed its name to the Standard Lumber Company.

The Franklin Bros. Company of Akron, Ohio, has been incorporated with a capital of \$50,000, to deal in builders' supplies. The incorporators are Charles $\Lambda_{\rm ell}$ Walter $\Lambda_{\rm ell}$ Nettie, Ada M., and Charles E. Franklin.

The Dietz Lumber Company of Akron, has been incorporated with a capital of \$100,000, to deal in lumber. The incorporators are Charles Dietz, Frank H. Dietz, R. D. McCrosky, Oscar Rupert and A. M. Overholt.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods despite the holiday season and stock taking. Business is about equally divided between retailers and factories. Prices are ruling firm and there is every indication for higher quotations. Car shortage is delaying shipments to a large degree.

——≺ CINCINNATI ≻———

Cincinnati's building record for 1916 will show a decrease when compared with last year's activities, according to a preliminary estimate. The decrease will be approximately fifteen per cent, while Cleveland, according to latest estimates, will show a decrease of but eight per cent. It should be taken into consideration, however, that the permit for the new courthouse, with its estimated cost of \$2,000,000, was awarded in 1915, without which the 1916 total would tower above 1915.

The Crystal Park Lumber and Coal Company recently was incorporated at Canton, O., for \$125,000 by G. L. Heibner, Charles A. Bacherer, Adolph Bessler, Martin Conley, George R. Williams, and Herbert E. Hunker.

Employes of the Champion Tool Works shared liberally on Christmas in the prosperity of the company for which they work, receiving substantial checks, their first dividend under the new profit-sharing plan inaugurated by President H. W. Kreuzburg. The employes were surprised greatly at the amounts of their dividends, many receiving checks for as high as \$300.

The Taylor-Frost Woodenware Manufacturing Company was incorporated recently at Toledo for \$20,000, by James H. Taylor, Jr., L. L. Frost, H. H. Hewitt, Conrad Weil and J. B. Taylor.

Cincinnati shippers into the West Virginia district were notified recently that the Public Service Commission of that state had suspended the revised schedule of demurrage rates filed a month ago by the railroads operating in West Virginia, for 120 days because of the numerous complaints registered by shippers, lumbermen comprising no small part of the total. Hearings will be held in the meantime.

The protection of the West Virginia forests from fire by a systematic co-operation of state and Federal authorities with private owners has resulted in an annual saving of more than \$4,000,090, according to a report recently issued by the State Forest Commission. Before any organized effort was made to discover and control forest fire the losses amounted to \$4,500,000 annually. This has been reduced, according to the report, to less than \$200,000 a year. Valuable timberlands in West Virginia are owned and operated by Cincinnati lumbermen and they have been active in the fire prevention work.

Dismissal of the involuntary bankruptcy proceedings of the Oden-Elliott Lumber Company and others against the McFall-Heyser Lumber Company, is sought in an answer filed in U. S. District court here by the latter concern, one of the largest lumber firms in the city. The McFall-Heyser concern denies that it owes the petitioning creditors the amounts stated and declares the bankruptcy proceedings were not instituted in good faith, but for the purpose of obtaining preference over other creditors. The

If Your Foreman comes in and asks for immediate shipment

of the following items, we are the ones to help you out, as we have the stock dry and can ship quickly.

100,000 ft. 1 "No. 3 Birch 100,000 ft. 1½" No. 3 Birch 110,000 ft. 1 "No. 3 Black Ash 50,000 ft. 1½" No. 3 Soft Elm. 75,000 ft. 1 "No. 3 Hard Maple 25,000 ft. 1 "No. 3 Red Oak

> We can re-saw and dress any or all of this stock. Write us quick for good service.

Payson Smith Lumber Co. MINNEAPOLIS MINNESOTA

company further declares that receivership proceedings which were instituted recently in the state courts were not on grounds of insolvency, but as means for the dissolution of the corporation. Bankruptcy is denied.

George H. and Harry D. Riemeier, who for some time did business as the Riemeier Lumber Company, adjudged bankrupt, recently filed a petition requesting an order from the court for a meeting of creditors to consider a proposal in compromise. The Riemeiers offer a composition of 33% per cent on all unsecured claims, payable ten per cent cash and the balance in equal installments, payable in six, twelve and eighteen months after the approval of the composition without interest.

Final decree upon the mandate of the U.S. Court of Appeals in the matter of the intervening petition of the Buckeye Wheel Company against H. H. Haines of Hamilton, O., as receiver for the New Decatur Buggy Company, was filed last week. Haines is ordered to return \$2,000 received by him on account of services as receiver and to pay from funds in his possession, including the \$2,000, the costs and expenses of the receiver ship. The balance, or as much as is necessary, is to be paid to the First National Bank of Middletown, O., in full satisfaction of its claim. Numerous lumbermen in this district are creditors of the bankrupt wheel company and matters have become considerably entangled over the receivership complications, this end of the case presenting many unusual features.

Preparations for a meeting to discuss legislative matters pertaining to the hardwood and lumber interests of Ohio will be held this month under the auspices of the Cleveland Board of Lumber Dealers. At this gathering representatives of all building material interests will be present. Plans for a constructive meeting have been arranged by Arch C. Klumph, president of the Cuyahoga Lumber Company; C. H. Prescott of the Saginaw Bay Lumber Company; David W. Teachout of the A. Teachout Company; W. T. Rossiter of the Cleveland Builders' Supply Company, and others. At this gathering will be present Warren J. Duffy, author of the lien law bill as it stands now upon the Obio statutes.

George E. Breece, president of the West Virginia Timber Company, was a visitor in Cleveland during the holiday period, and while here was the guest of A. G. Webb, vice-president and Cleveland manager of the company.

Local hardwood interests are lending their support to the movement by national bodies to relieve the car shortage, having come to realize that local effort is without effect.

Outlet for certain hardwoods is increasing each holiday season as demonstrated this year by the unusually large number of orders placed with the Saginaw Bay Lumber Company and other concerns. These materials are being sold to men handy with cabinet makers' tools, who wish to make Christmas presents. According to T. E. Gafney of the Saginaw Bay firm, his company, this year, sold more mahogany, red cedar and other hardwoods to men making lamps, novelty cases and furniture than ever before.

W. F. Bixby who has been the representative of the Huntsville Lumber Company and the H. H. Hitt Lumber Company, Decatur, Ala., in central and western New York and northern Pennsylvania, has become identified with the F. T. Peitch Company, and will represent that firm in the same territory.

E. J. Flautt, of Toledo, well known in hardwood interests in north-western Ohio, has been engaged by the F. T. Peitch Company to represent that firm in his territory.

I. W. and L. D. Gotshall of the Gotshall Manufacturing Company have concluded to expand and with Ed Mitchell are the founders of a new concern to be known as the Acorn Supply Company, which will deal in lumber, builders' supplies and coal. L. D. Gotshall is president of the new concern and Ed Mitchell is manager. The new concern will be located in fine new buildings now in the course of erection on Dorr street, near the Terminal railroad.

The Booth Column Company is running a little slow just now while the inventory is being taken and plans made for the coming season. The annual meeting and election of officers will be held within a couple of weeks. This firm finds its stocks rather low, as difficulty has been met for some time in securing suitable stocks, and labor has also been scarce. No. 1 and No. 2 poplar, cypress selects, chestnut and firsts and seconds oak and B and better yellow pine are the materials most used by this factory. "We do not find so much trouble in finding the kinds of lumber that we want, but the selections seem very small," stated the manager. "Prospects for the coming year are excellent and many inquiries and a few orders are already finding their way to our office since the first of the year."

A machine for the manufacture of canvas and rubber belts has been invented by Arthur D. Wright of Milburn avenue. The machine will manufacture belting from four to thirty inches wide. Four hundred fifty feet of the narrow belting can be made in twenty minutes, and the same amount of the widest belting can be made in one hour. A company for the manufacture of this machine is being organized.

Soloman Gotshall, aged eight-one years, died at his home in Fayette, O., Tuesday, December 26, as the result of a stroke of paralysis. L. D. and I. W. Gotshall of the Gotshall Manufacturing Company, Toledo, were his sons. Both are prominent in the hardwood industry in this section.

The Hein Furniture Company has sent out a fine new illustrated catalogue, the first of the year. This concern makes a feature of special furniture, including furniture for colleges, schools, universities, technical schools, industrial schools, banks, and ordinary office furniture as well as special interiors for residences and public buildings. It is, also, this year putting out a complete line of drawing tables and sectional filing cases. The Hein company this year concluded to combine the selling end of the business with that of manufacturing, which is an entirely new departure. The concern has had nineteen years' experience and is fast becoming one of the large manufacturing firms in a city noted for its manufacturing institutions.

Toledo building permits totaled \$52,750 on the first business day of the year 1917. The prospects for 1917 building are excellent according to experts and more building is predicted for the company year than that of the year just closed, when 2,172 modern dwellings were built.

EVANSVILLE >

John A. Reitz & Son, hardwood lumber manufacturers, announced an increase of ten per cent in the wages of their employes, effective the first of the year. The increase in wages will amount to about \$8,000 a year. This firm has been in business in the same location for more than seventy-one years.

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Daniel A. Wertz of Maley & Wertz, hardwood lumber manufacturers, and president of the Indiana Hardwood Lumbermen's Association, was fifty-two years old on New Year's day and passed the cigars to his friends.

The regular monthly meeting of the Evansville Lumbermen's Club was held at the New Vendome hotel on Tuesday night, January 9. George O. Worland of the Evansville Veneer Company, who was recently elected president of the club, was installed and standing committees for the ensuing year were named.

A company of public spirited citizens at Dubois, Ind., a live town a few miles north of here, are getting ready to organize a company for the purpose of building a furniture factory.

The Imperial Desk Company of this city is having plans drawn for a new \$25,000 addition that will be built at once. The addition will give the company about seventy-five per cent more floor space. The company reports that its business for 1916 broke all records.

John C. Keller, traffic commissioner of the Chamber of Commerce, and traffic manager for the Evansville Lumbermen's Club, with a number of local shippers, will go to Chicago on January 29 when the Interstate Commerce Commission will hear shippers' objections to the revised rates for class freight in Central Freight Association territory.

D. B. MacLaren of the D. B. MacLaren Lumber Company of this city

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and

Easiest Handling

buy the

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a **positive** and powerful feed which handles the heaviest material the sawmill takes just as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY

INDIANAPOLIS, INDIANA



Th: "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

on January 1 became sales manager in this territory for the Churchill-Milton Lumber Company, with mills at Glendora and Grimwood, Miss. He will continue to make Evansville his headquarters. Mr. MacLaren is one of the best-known lumbermen in this section and has long been a member of the Evansville Lumbermen's Club.

Several of the local furniture factories have announced increases in the wages of their workmen that average about ten per cent.

The Columbia street sawmill of Maley & Wertz here is still being operated on the day and night shift and a large number of men are employed. The company has been getting in a large number of poplar logs and these are being sawed up. It has also taken over the annual gum output of the mills of the Henry Maley Lumber Company at Jackson, Miss. This output is large. Maley & Wertz, as well as the other hardwood lumber manufacturers in this section, have been selling a great deal of gum. The local furniture factories are being operated on full time, and they are taking a great deal of gum.

Nat H. Hull, president of the Hull Pump and Tank Company at Owensboro, Ky., has verified reports that his company will discontinue the manufacture of pumps and machinery in Owensboro.

J. Stuart Hopkins, manager of the Never-Split Seat Company on January 2 was elected republican city chairman of Evansville and will have charge of the republican city campaign this year. He had no opposition for the place. Mr. Hopkins was his party's candidate for state senator in the election last November.

During the past month a large number of railroad ties have been towed here from points along Green, Big Barren and Rough rivers in western Kentucky and these ties have been sold to the railroads. The tie business in this section was never more active than now and the impression prevails that the railroads of the central western states are getting ready to make many improvements during the year.

=< INDIANAPOLIS >=

C. O. Smith of Clinton, Ind., who for several years was manager of the yard of the Greer-Wilinson Lumber Company there, has moved to Elnora, Ind., where he will assume charge of one of the company's yards. William C. Headley of Indianapolis has been made manager of the Clinton yard.

The automatic sprinkler in the plant of the Hoosier Panel Company at New Albany, Ind., prevented a serious fire recently when a blaze was started in a room over a dry kiln. Water damaged stacks of veneer to the extent of \$1,500.

The John Cobb Chair Company of Shelbyville, Ind., has changed its name to the Clark, Randall & Miles Chair Company.

The Peabody Lumber Company, owners of sawmills and lumber yards

at Columbia City, Lafountain, Rochester, Pierceton, and Bourbon, Ind., has put into effect a raise of twenty-five cents a day for all employes. Officers of the company said the policy will be followed as long as present business conditions continue.

The Hoosier Handle Company of Indianapolis has leased the Goss Stave Mill at Martinsville, Ind., and will operate the same under the management of Sherman Goss, who has been employed to buy timber for the plant. Handles will be delivered in the rough to Indianapolis for finishing.

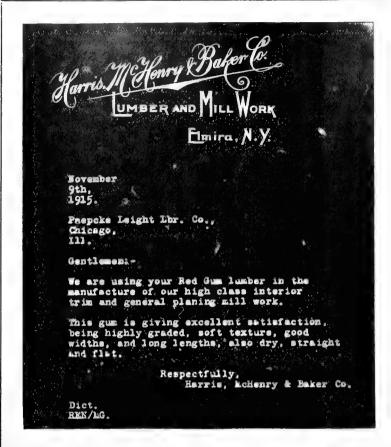
The McDougall Kitchen Cabinet Factory at Frankfort, Ind., which was destroyed by fire a few months ago, has been rebuilt and now is in operation. The plant, which is larger than the old one, employs about 200 men.

---≺ *MEMPHIS* **>**-

Building operations in Memphis during the past twelve months showed an excess of \$361,482 over the preceding twelve months. The figures for 1916 were \$3,091,970. Interest, however, centers more in the present outlook than in past accomplishments along this line. There is an unusual amount of activity in the projection of new enterprises not only in Memphis but throughout the Memphis territory, and members of the trade realize that it is a question of only a very brief time when permits must be taken out to cover these new ventures. Viewed from this standpoint it is expected that the first few months of 1917 will make an exceedingly favorable showing. Planing mills and all firms engaged in the manufacture or distribution of building materials report a very satisfactory demand for their output and it is also notable that contractors, architects and others identified with the building trade are unusually busy. Bank buildings, stamp sales and every other barometer of conditions in this section indicate unusual prosperity and it is anticipated that this will be reflected in continued activity in the building line not only at Memphis proper but throughout the entire Valley territory. There have been few times in recent years when the outlook was so favorable at the beginning of a new year as now.

It is announced that the Bellgrade Lumber Company will have its mill at Louise, Miss., in readiness for operation by March 1. This company some time ago bought a hardwood mill at Zwolle, La. This has been dismantled and is now being removed to Louise. Its capacity will be increased somewhat in the installation at the latter point, making it able to cut from 40,000 to 50,000 feet per day. The company owns about 5,000 acres of timberland in that particular section and the mill is being installed for the development of the timber thereon. The Bellgrade Lumber Company has its headquarters at Memphis and will continue to operate its mill at Isola, Miss., until it has cut out its supply of timber in that locality.

The Interstate Cooperage Company has begun rebuilding its eight dry



Of course it is true that

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> The inherently superior qualities of Red Gum can be brought out only by proper handling

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We claim genuine superiority for our Gum. The proof that you can have confidence in this claim is shown by the letter reproduced herewith.

Your interests demand that you remember this proof of our ability to preserve the wonderful qualities of the wood when you again want RED GUM.

Paepcke Leicht Lumber Company

CONWAY BUILDING 111 W. WASHINGTON ST. CHICAGO, ILL.

Band Mills: Helena and Blytheville, Ark.; Greenville, Miss.

kilns which were destroyed by fire here last Saturday night with an estimated loss of \$30,000. The clearing away of the debris has already begun and it is proposed to have the new kilns ready for use early in February. The company operates a big plant here for the manufacture of barrels and it is congratulating itself upon the fact that, thanks to the excellent water supply and the splendid work of the fire department, it was able to save all of its plant with the exception of the dry kilns. There was considerable loss of heading in the fire, but this, as well as the loss involved in the dry kilns, was covered by insurance.

J. W. Wheeler & Co., Madison, Ark., announce the resumption of business at their big mill at that point. This is located on the St. Francis river and, owing to the fact that this stream has been so low, it was impossible for quite a while for this firm to bring out the necessary supply of timber. Now, however, it is bringing out logs on the St. Francis river with great freedom and has resumed operations with every prospect of being able to keep the plant at capacity indefinitely. C. L. Wheeler of J. W. Wheeler & Co., spends most of his time at Madison, where he looks after the manufacturing operations of this firm. The other principal in the firm is William Pritchard, who makes his headquarters in Memphis.

====< NASHVILLE >==

A new record was established in building operations in Nashville in 1916 when total permits were issued for improvements to cost \$3.621,133, against \$1,503.570 in 1915, and \$1,971,401 in 1914. Permits last year were greater than for the two preceding years. The building operations have contributed greatly to the satisfactory year which the hardwood trade has experienced.

The John Morrow Lumber Company of Roane county, Tennessee, has filed an amendment to its charter, changing the name to the Morrow-Gorman Lumber Company, and increasing capital stock from \$10,000 to \$20,000.

Fire of unknown origin broke out in a three story dry kiln of the Tennessee Extract Company in West Nashville, and caused a loss of about \$80,000. The damage to stock was estimated at \$60,000. The company, which is a branch of a Michigan tanning company, extracts liquid from chestnut timber for use in tanning, and has a large plant.

-----≺ KNOXVILLE **>**--

The Little River Lumber Company of Townsend, Tenn., has started manufacturing again since the completion of its new mill to replace the one that was burned to t summer.

The Babcock Land & Lumber Company of Maryville, Tenn., will soon begin operation of its new plant, which is one of the best in the country.

The J. M. Logan Lumber Company has about sawed out at one of its mills in north Georgia and is making arrangements to begin operations in Campbell county, Tennessee, on a tract of hardwood containing about 6,000,000 feet of very fine mountain oak, popular, hickory, etc.

E. M. Vestal of the Vestal Lumber & Manufacturing Company has just returned from a selling trip east and north and reports orders easy to get. His company is sawing right along, but is well sold up on dry stock, especially in plain and quartered oak.

J. M. Logan has just returned from a trip north.

The Maples Lumber Company has recently purchased a large boundary of stumpage in Scott county, Tennessee, and will begin operating it at once.

The recent and present tide in the river has brought in quite a bunch of logs, most of which were consigned to D. M. Rose & Co. The J. M. Legan Lumber Company is getting also by river a consignment of about 1.000.000 feet of hardwood lumber, this being the largest block of lumber to come in by river to Knoxville for several years.

—≺ LOUISVILLE >——

Louisville hardwood lumber interests obtained considerable publicity in recent industrial editions of local newspapers, which gave some space to conditions in the hardwood industry during the past year and prospects for 1917. Several of the leading lumbermen were quoted, among whom were C. C. Mengel, W. A. McLean, A. E. Norman, T. M. Brown, E. L. Davis and W. R. Willett. In all of these interviews the persons interviewed showed a strong spirit of optimism, and satisfaction with business handled in 1916, which is said to have shown a gain of fifteen to twenty per cent in volume, and 5 to 20 per cent in price.

River traffic has been resumed on the Ohio and larger rivers in the Kentucky district, all movement having been stopped late in December due to heavy ice flows and low water. Melting snow has swollen the smaller streams throughout the state until a lot of good saw logs have been floated to the mills below. It is claimed that the late December logging stage in eastern Kentucky was extremely good.

logging stage in eastern Kentucky was extremely good.

J. Cripps Wickliffe of the C. C. Mengel & Bro. Company appeared at a recent meeting of the Louisville Hardwood Club, where he delivered a short talk concerning his recent business trip to England and France, giving some first hand information concerning the war. Incidentally Mr. Wickliffe closed some excellent mahogany contracts while abroad.

The Frey Planing Mill Company of Louisville has electrified its entire

plant, having installed a number of Wagner motors, and doing away with its steam power. In the future shaving will be baled and sold, and scrap wood sold as kindling.

A number of local lumber concerns announced bonuses for their employes at about Christmas time, while others remembered them with cash distributions. Some of the concerns have announced a general increase in salaries, the Alfred Struck Company announcing a ten per cent advance, effective January 1, and effecting every person in the company's employ.

The Turner Day & Woolworth Handle Company has been active in buying hickory, persimmon, white oak, ash, dogwood, etc., for its plant at Louisville during the past few weeks. L. R. Givan, a buyer for the company, recently obtained three cars of oak logs, six of hickory blocks, and eighteen of hickory logs in Hardin county, shipping from Elizabethtown.

Damage estimated at \$1,000 resulted from a fire which recently started in a sawdust bin at the plant of the Hillerich-Bradsby Company, bat manufacturers of Louisville.

It is reported that the hardwood flooring plant of the Glasgow Flooring Company, Glasgow, Ky., will shortly resume operations, after being down for some time. Chris. Edwardson, formerly with the J. O. Nelson Lumber Company of Chicago, is now connected with Curtis Harvey in the management of the Glasgow plant. The company has been buying large quantities of unseasoned lumber and stacking to dry.

Fire of unknown origin recently destroyed one of the plants of the Turner Day & Woolworth Handle Company, located at New Haven, Ky. The loss was estimated at \$1,500, fully insured. J. P. Graham is manager of the New Haven division.

The plant of the Hoosier Veneer Company, New Albany, Ind., was damaged to the extent of \$1,500 by water, following a recent blaze in a drying room, which started the automatic sprinklers. The plant was practically undamaged, but the water got to a quantity of finished veneers.

The Ferguson Hardwood Company, Paducah, Ky., recently took out a permit for an addition to be erected to its Paducah plant. The company is opening some timber holdings in Tennessee, and will be busier at the Paducah plant this season than for several years.

Two Kentucky concerns have recently filed articles of incorporation, one being the Paintsville Lumber Company. Paintsville, Ky., capital \$30,000, incorporators W. L. Preston, John W. Teass and Harry Davis. The other is the Green River Lumber and Tie Company, Greenville, Ky., with a capital of \$15,000. Incorporators of the latter company are W. E. Drake, D. M. Roll, and H. L. Drake.

The Stout Furniture Company, Salem, Ind., large manufacturer of talking machine cabinets, furniture, etc., recently lost its entire plant and equipment by fire, which broke out in the finishing room. The loss was estimated at \$200,000, insured. It is said that the company may locate its new plant at Louisville or New Anbany, having received a number of flattering offers. The fire destroyed quantities of seasoned lumber, veneers, and other supplies, as well as a lot of show furniture, which had been completed for the Chicago and other shows.

The H. H. Poutch Company, Louisville, with a capital of \$31,000, has been incorporated to handle a planing mill and millwork business in Louisville. The incorporators are H. H. Poutch, John M. Hennessy, S. J. McBride, and J. P. Cunningham. The company has a plant at Thirty-first and Chestnut streets. In addition to millwork, interior trim, etc., the company will do a general contracting business.

J. C. Miller of Campbellsville, Ky., is reported to be figuring upon the installation of a plant to manufacture furniture and do cabinet work.

J. E. Daugherty, Elizabethtown, Ky., is reported to be contemplating the opening of a small chair factory, to be operated as an addition to his wagon and vehicle plant.

The Bond & Foley Lumber Company, Bond, Ky., is reported to have been receiving estimates on the construction of an extension of its railroad to a point beyond McKee, Ky. This company produces a large quantity of oak and other hardwoods, having selling arrangements with the W. R. Willett Lumber Company of Louisville.

The Paducah Pole and Lumber Company, Faducah, is reported to have made arrangements with the A. B. Smith Lumber Company for 200,000,-000 feet of cypress stumpage, to be manufactured into telephone and telegraph crossarms in a new boring and sawing plant that has been equipped at Bondurant, Ky., for the purpose. It is said that the plant will have a daily capacity of 5,000 arms.

Negotiations between the Industrial Club of Owensboro, Ky., and the Murphy Chair Company, Detroit, Mich., have been closed, and the chair company will shortly install a branch plant at Owensboro, where arrangements have been made whereby the company will obtain free water and power for a term of three years, and free city taxes for five years.

=≺ ARKANSAS >=

The Columbia Cooperage Company of McGebee, Ark., has recently bought a ten-acre tract of land at Vicksburg. Miss., on which it will construct a hoop factory. Work on the new plant will be begun this week. When completed, the factory will have a daily capacity of 75,000 hoops, and will employ about one hundred men.

The sawmill owned by W. A. Turner at Hamburg, Ark., was destroyed by fire of unknown origin on December 26. The loss, which is estimated at \$2,000, was complete, as no insurance was carried.

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With a real estate man of McGehec, Ark, recently purchased electrical timberland from the Blisset ook Oak Company. The located about two miles from McGehee, and will be cut up into small tarms and sold by Mr. White.

A needing of all persons interested in forestry will be held in the Marion Lorel at Little Rock January 15, according to an announcement which has been made by Harry E. Kelley of Fort Smith, chairman of the recently tormed Forestry Organization Committee. Measures favoring the organization of a permanent association, the improvement of forests in the state of Arkansas and the securing of Tegislation necessary for the establishment of a State Forestry Bureau will be considered.

The Hardwood Market

-----≺ CHICAGO >-

Chicago has weathered the lull incident to changing the calendar and events are developing that definitely establish the year's prospects. Business is starting out briskly-in fact, there was more than an ordinary sustaining of demand right through the holidays. But now that they are past the full significance of the promise for 1917 is revealed. So great has been the movement that prices have made most encouraging spurts. In birch, for instance, large parcels have been sold locally for full list price. Southern woods are equally active and there is hardly an item in the more popular descriptions. Chestnut has "found itself" of late in Chicago as in so many other markets. Any summary of the situation here cannot fail to sustain a full measure of confidence among the sellers and the conviction among the buyers that hardwood values will not break.

=< BUFFALO >=

The hardwood market has not yet recovered from the inventory dullness, but the outlook is considered good for a fair month's business in spite of the handicaps which are imposed by the railroad embargoes. Many of the yards have been busy lately taking account of stock and assortments are found to be as a rule in quite good shape. Cars have not been very scarce in this market, though they seem to be in most sections, and incoming stock is held up for a long time. The northern mills seem to be in some cases in as bad shape as those in the South,

The leading woods in the demand are maple, oak, birch and ash at most of the yards, though chestnut, elm and popular are also doing fairly well. Cypress is holding its own. It is expected to be a good year in the hardwood trade and already some good inquiries have been received, with a prospect of larger business developing as soon as buyers begin to line up their demands for the spring building business. Mahogany and walnut are holding strong in price and an active demand is looked for.

Buffalo building records for 1916 show a gain of a little over eleven per cent as compared with 1915. The total number of permits last year was 4.744, with costs of \$13,137,000, as compared with 4,809 permits and costs of \$11,798,000 in the preceding year. Nearly every month during 1916 was ahead of the corresponding month of 1915. A large amount of wood construction is expected during the coming year, as plans are already laid for many dwellings and other structures. A number of large industrial plants have been under way during the past few months, while big concerns have been extending their operations, so the call for dwellings is insistent.

-----≺ PITTSBURGH ≻=

Hardwood men are well pleased with their footings for 1916. In most cases the volume of business done was larger than in former years, while in some cases 1916 was a banner year in profits also. The car shortage and embargoes, the past three months held down the totals in many instances. The outlook for hardwoods this year is first class. The corporations using high-class lumber are at the top peak of prosperity and are likely to be big buyers of hardwood. The railroad demand is practically assured, judging by the number of big projects which are to be started in this territory in the spring. Yard trade looks more favorable than for many years.

=≺ *BOSTON* >=

The manufacturing industries of this section are out for large supplies the coming year, but midwinter trade, while somewhat more brisk than usual, is greatly handicapped. The difficulties encountered and apprehended by the dealers furnish a motive for some of the activity. The call for chestnut is increasing with a very noticeable demand for quarter-sawed stock. This is without doubt a development of the built-up process and will account for an opposite effect on the use of other woods.

=≺ BALTIMORE **>**=

With the passing of the holidays the hesitancy in regard to placing orders for hardwoods has disappeared, or at least has undergone a decided modification. The consumers of oak, ash, chestnut and other woods are in the market more frequently than they had been in recent weeks, and

the indications are that the research in archive age a material expansion in the near future. Even a and the period of most pronounced quiet. when the attention of the buyers was concentrated upon other matters and when the things connected with ordinary business were largely put out of sight, the strength of the situation was not in the slightest degree affected and the sellers adhered firmly to the quotations that had prevailed for some time past. The difficulty encountered by the sellers was not so much to place stocks on the basis that had prevailed, but to get the buyers up to the advanced level that had been set. Many of the producers withdrew all price lists, being adverse to quoting any definite figures for future delivery and preferring to take chances on the later deliveries. figured that as the mills had no extensive assortments of lumber on hand, and assortments appearing small in view of the fact that the season was at hand when interference with production by the weather and other conditions might be expected, there was no reason why concessions should be held out. The belief found extensive acceptance, that with the requirements keeping up, a positive scarcity of hardwoods was not improbable. Most of the yards here have liberal assortments on hand, to be sure, but the greater part thereof had been accumulated before the list of values touched its present level, so that the yards stand to come out very well on their holdings. What the buyers feel uncertain about is whether the trade will stand any further marking up of the quotations. Upon this question hang some large orders. The producers answer it in the affirmative, while the buyers naturally take the negative. The former. however, appear to have the better end of the argument, and they manifest no disposition to hold out concessions of moment. There is stated to be a very fair demand for some of the lower grades, especially in poplar, which tends to relieve any pressure this wood might have experienced. Chestnut is also in good request, with the furniture manufacturers reaching the point now where some of their previous accumulations have become depleted, making it necessary for them to go into the market again. Other consumers also show liberal requirements. The scarcity of railroad cars and freight embargoes continue to cause more or less trouble, and it is also to be said that the foreign business has undergone no improvement so far as this port is concerned.

=≺ COLUMBUS **>**=

The hardwood trade in Columbus and central Ohio territory has been ruling firm in every regard for the past fortnight. Buying is more active than usual when the holiday season is taken into consideration. The usual lull during the stock-taking period is not so pronounced as formerly. The tone of the market is generally satisfactory and prospects for the future are rather bright from every standpoint.

The volume of business is about equally divided between retailers and factories. Concerns making boxes and furniture are good customers, and the same is true of implement and vehicle concerns. Stocks in the hands of factories are comparatively small and they are buying more liberally than formerly. Industrial conditions are generally satisfactory and purchasing agents of factories are inclined to place larger orders for lumber stocks.

The retail business is steady in every way. Retail stocks are light and dealers, with their semi-annual inventories over, are placing orders for immediate shipment. The car shortage is delaying shipments from two weeks to a month and is by far the worst feature of the trade. Congestion at junction points on railroads is a bad feature. Many orders have been booked by mill owners and are awaiting shipment. Rural dealers are buying actively as prospects for building in agricultural sections are bright. In fact, the building outlook in every locality is good. lections are satisfactory.

Quartered oak is in good demand. There is also a good demand for plain oak stocks at former levels, and there is little cutting of quotations to stimulate trade. Poplar is one of the strongest points in the market and recent advances have been announced. Chestnut is moving well and prices are strong. Ash is in good demand and the same is true of basswood. Other hardwoods are unchanged.

=**──≺** CINCINNATI **>**=

The demand for northern hardwoods is especially good at the present writing and constitutes the real feature of the entire hardwood list. The southern area, however, has not been idle, but the car shortage seems to be felt more acutely throughout the southern states, thus hampering deliveries to a greater extent than in the northern states, making it more difficult to keep up the movement of the southern woods. Beech has regained considerable strength within recent days and while not in anything like the demand for birch, nevertheless it constitutes quite a factor in the market. With the increased call for beech, there has been a sympathetic strengthening of values. The available supply seems better assorted than some of the other woods upon which the call centers more heavily-namely birch and maple. The latter is especially active with the flooring concerns and seems to be coming into greater popularity around here as an interior finish than ever before-especially in the matter of hardwood floors. Maple and birch both are becoming scarce in this section and this fact probably has considerable to do with the sudden increased call for beech. The latter wood also is cutting some figure locally in the flooring line. Maple in two inch boards is especially difficult to fill in large orders and dealers are even having

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more than usual trouble in getting small lots. The smallness of birch supplies his slowed up the movement, and prices have gained. There has been considerable inquiry lately in this market for elm, indicating, as most of it comes from up state, renewed activity at the wheel plants, Taks being sought considerably in advance of the supply. wise, the spoke and body manufacturers are buying liberally of hickory the I vos some fancy prices when quick delivery can be afforded. An advancing basswood market, foreseen by lumbermen here some weeks back, has become a reality, but stocks are in bad shape, broken and in small quantity, otherwise some exceptionally big basswood business might be transacted in this district. The demand seems to be increasing steadily. Among the southern woods, lumbermen here recently welcomed a return to life of oak, a somewhat unexpected demand setting in especially for plain oak. Where furniture manufacturers a short time ago seemed content to use substitute wood, gum getting most of the trade, now these manufacturers and other former heavy oak consumers are beginning to look around in the oak field and already these inquiries are developing into good business, and lumbermen are inclined to believe that within a short period the demand will extend to other items in the oak list.

Fair prices are being realized for ash. The call for this wood has not been over heavy, although the market cannot be said to be sagging.

While there has been a lessening in the demand for gum with the furniture manufacturers, other gum consumers, notably the box manufacturers, aggregate a demand of sufficient proportions to keep the market strong. Prices are being maintained largely on the previous basis, both red and sap giving little cause for complaint or worry. Box grade cottonwood is finding a ready market when available, but other items are not moving with customary volume, but cottonwood in any grade is now rather a scarce article.

The call for shingles is unstable and prices are fluctuating in an uneasy manner. It is the off season and the shingle market here is feeling the full effects. Tank cypress is moving in good volume and the entire cypress list is reported holding up remarkably well for this time of the year. Indications point to an early spring season with enough present business to keep the mills going until the spring rush is at hand.

=< CLEVELAND >=

Whatever the conditions elsewhere, the general situation in the hardwood market here is decidedly firm, with a tendency to advance. This is in spite of a falling off in demand with the usual cold weather. Continued shortage of cars, and inability of interests here to get the material is responsible. Low-grade hardwoods are especially scarce. No. 1 common grade oak flooring has advanced \$3 per thousand in the last thirty days, while maple flooring is higher by \$2 in the same period. These figures show little change, however, in the last fortnight. Indications are for further advances with the advent of spring business. In several quarters there are plenty of orders, but no way to ship. The embargo is still in effect on all railroads except the Nickel Plate, which will permit shipments only over its own lines. Because of the low stocks and small receipts here, many orders are being placed by retailers and other consumers, in anticipation of their spring requirements. All descriptions of hardwoods are affected in this connection.

=< TOLEDO >=

The hardwood dealers are inclined to look upon the future with more than ordinary optimism. There is a better demand than has existed for some time past and prices are holding firmly and in many instances there is an improvement noted. The demand is excellent from automobile concerns and railroads are reported to be ordering more freely than has been the case in many months. Elm, hard maple and oak seem to be the leaders on the local market at present. A decided price advance has been noted on elm and maple, and oak has also advanced some in price recently. The impetus given to the price conditions of birch has carried oak with it and better prices are being secured for both materials. The year just closed has been a banner season in building operations, the total amount for the year being \$9.747.454, which is more than \$2,000,000 more than last season and \$6,000,000 more than the records of a decade ago.

===-≺ INDIANAPOLIS ≻=

The new year started with the hardwood market displaying strength and the trade declares that prospects are very bright for a heavy demand. Buying was active during the boliday season, the demand at that time being much heavier than had been anticipated. Retailers are heavy buyers because yard stocks have been greatly depleted, and consuming plants are active buyers.

The outstanding feature of last year's business in hardwood circles was the demand from the building trades. Not much was expected of the 1916 building season, but statistics for the year covering the extent of building operations show the demand was unprecedented. The total value of building operations for the year was \$8,935,039, as compared with \$7,093,642 for the previous year, or a gain in favor of 1916 of \$1.841,397.

The hardwood trade reports that a larger volume of hardwoods entered into the building of new structures than ever before, and that the demand for high-class stock was active for interior woodwork. Consuming plants in many instances have received so many orders that no new business is being sought, and it is believed that the automobile industries in Indiana



OUR NIGHT RUN WILL ENABLE US TO OFFER A COMPLETE ASSORTMENT OF THICKNESSES AND GRADES.

LAMB-FISH LUMBER CO. Band Mill and General Offices: Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS—"LAMB"

Codes Used-Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

5	тоск :	LIST FOR	JANUA	RY, 1917	7				
	3 8"	1 2"	5 8"	3 4"	4.4"	5 4"	6 4"	8 4"	10 4"
1st & 2nds Otd. White Oak	63,000								
1st & 2nds Otd. White Oak	03,000	93,000	42,000	28,000	51,000				
1st & 2nds Qtd. White Oak 10" & up	•	58,000	19,000	30,000	34,000	1,500		7,000	
1st & 2nds Qtd. White Oak 12" & up						3,000			
No. 1 Common Qtd. White Oak	90,000		62,000	7,000	131,000	21,000	1.500		
No. 2 Common Otd, White Oak	8,000		14,000	7,000	121,000	2,000			
Clear Qtd. Strips 2-312"					24,000				
Clear Otd. Strips 212-51."					6,000				
No. 1 Common Qtd. Strips 212-512"				4,000					
1st & 2nd Pl. White Oak			50,000						
No. 1 Common Pl. White Oak		21,000		36,000	250,000		2,500	8,000	
No. 2 Common Pl. White Oak			3,000		3:0,000		4,000		
1st & 2nds Pl. Red Oak	1,000	4,000			17,000			54	
No. 1 Common Pl. Red Oak					45,000	9,000	3,000	2,500	
No. 2 Common Pl. Red Oak			8,000	2,000	250,000	26,000	000,2		
Oak Core Stock			* 1 1		150,000				
1st & 2nds Plain Red Gum	351,000	450,000	9,000	91,000		1.722	6,000		
No. 1 Common Plain Red Gum	130,609	85,000		85,000	36,000	74,000	4,000		1,500
Com. & Bet. Qtd. Red Gum 60-40				4			6,000		
1st & 2nds Figured Red Gum					25,000				*
No. 1 Common Figured Red Gum					11,006				
1st & 2nds Sap Gum 13" & up			* * * *		56,000			•	
1st & 2nds Sap Gum 18" & up					11,000		3,000		
1st & 2nds Sap Gum 6" & up	* *		* * * * * *		30,000	36,000	25,000		
No. 1 Common Sip Gum.					30,000	36,600	6,000		
No. 3 Common Gum					36,000	30,000	0,000		
					17,000				
Log Run Elm 20-40-40 No. 1 Common Elm					14,000				
No. 2 Common Elm					18,000				
1st & 2nds Sycamore					8,000				
Log Run Sycamore 50-30-20					11,000				
205 state 25 camore 20 30-20									

Our 1st & 2nds grade in Plain Sawn Stock will average 10" in width, No. 1 Common about 51, to 9", both running 50% or better 44 and 16 ft, long. Facilities for killing drying and surfacing.

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Manufacturers and Wholesalers
Of All Kinds of

Indiana Hardwoods

A Large Stock of Dry, Plain and Quartered White and Red Oak always on hand.

SPECIAL Quartered Black Gum the Indiana Mahogany

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The Lumbermen's Mutual Insurance Company,

Mansfield, Ohlo.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.

The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohlo

CINCINIATI

Hardwood Manufacturers and Jobbers

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Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timber
and hardwood lumber

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High Grade Northern and Southern Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

5.1 ... 6.1 + 10 acr volume of hardwoods during 1917 than ever before. Many of these placts have doubled and tripled their outputs.

Gum and cottonwood are showing a disposition to go higher because of the difficulty in procuring shipments from the South. Manufacturers in central Indiana are very busy and will keep their plants in operation to the difficult of the winter if they can seepre chough heep.

=< EVANSVILLE >=

It describes the first of Evansylae and southwestern Indiana have not been booming since the first of the year, yet most of the uptown mills are being operated on full time and in some instances the plants are running extra time. A good many inquiries are coming in that indicate a steady healthy trade. Manufacturers believe that this year is going to bring them in a large volume of trade. Logs are coming in freely and the prices are rather high. During the past month there was some delay in getting logs here from the southern states, due to the cold weather that prevailed and the car shortage. This situation has improved. Manufacturers say that there has been some heavy buying lately for the spring trade. Collections are reported good. The crop outlook is premising, the heavy snows of the past few weeks having been of great herefit to the growing wheat in southern Indiana and southern Illinois.

Ash and hickory are moving along briskly, and handle manufacturers have been in the market for considerable quantities of both woods. Beech is good, cherry is in fair demand, while chestnut has been rather slow for some time past. Cottonwood is in fairly good demand, box factories and automobile plants having been in the market for this lumber. Elm is good and gum has been brisk for many months past, due to the fact that furniture factories are being operated on steady time and are using a great deal of gum. Quartered and plain white oak have moved only fairly well during the past two weeks and there is a belief among manufacturers that both these grades will advance in price before long. Maple has been in good demand and there has been a strong demand for No. 2 A and B poplar, but not such a strong call for the better grades. Walnut is moving fairly just now, and river mills are getting some inquiries regarding quartered sycamore. The local retail business has taken a spurt size the flist of the year. Sash and door non are busy and planing mills are operating on good time and the building outlook for 1917 is very flattering. Yellow pine men say they are having a nice trade and that the foliar looks bright. Most of the large wood consuming factories in Evansville and neighboring cities are being operated on full time and reports received from southern and western states are very encouraging.

≺ NASHVILLE >=

Hardwood lumber trade has been without important features the past two weeks. The usual lull of the holidays has been experienced, and dealers are entering the new year very confident as to the future. Stocks are moderate, and there is every reason to believe that demand will be good. Many factories are running at increased capacity, and it is expected that there will be increased demand from many sources. Prices hold steady and it is predicted that values will harden as the demand for the new year gets under way.

=≺ KNOXVILLE >=

All of the yard and mill men around Knoxville report the past year, especially the latter part, as about the best for several years. Stocks are low and the car situation is now beginning to be felt especially on account of the many embargoes in the North and East.

Plain oak seems to be in best demand, but other woods are moving well—some very good sized orders having been taken for poplar and chestnut. In fact, most any item in the hardwood line can be moved if desired.

=< LOUISVILLE >=

With the exception of the serious difficulty the local hardwood operators are bucking in an effort to obtain cars and get shipments out under present embargoes, the hardwood industry is in a generally thriving condition. Orders on the books at present are heavier than during any previous January on record, and a lot of orders were held over from December, which could not be shipped. The automobile and furniture industries are large buyers this season, while there has also been a good demand from the building trades for interior trim. It is estimated that 1916 business showed a gain of about fifteen or twenty per cent over either 1915 or 1914. The veneer mills are operating full time, cutting rotary, sliced and sawed veneers, principally in walnut and mahogany, while the demand for walnut and mahogany lumber is extremely good. Built-up stock in various thicknesses is also active. Plain oak is one of the most active sellers, hardwood flooring manufacturers being heavy and consistent buyers, and it is said that prices will shortly advance about 82 per thousand. Box factories are taking low-grade No. 2 gum and poplar in quantities, giving a ready outlet for such stock. Ash is in strong demand, with supplies rather limited, thick stock 6-4 and up being especially good, and used largely by automobile and vehicle woodwork plants, Little change has been shown in the gum, cypress, cottonwood, elm and poplar markets, which are all satisfactory. Collections are good, and with an improvement in traffic conditions, the hardwood industry is facing to be the best year on record.

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HARDWOODS FOR SALE

LUMBER

ASH

ASH

NO. 2 C., \$ 4", ran. wdth. and lgth.. 4 mos. dry; NO. 2 C., 10 4. 12/4. 16/4", ran. wdth. and lgth.. 6 mos. dry. BAKER-MATTHEWS LUMBER CO.. Chicago, Ill.

NO. 1 C. & BTR., 6-4", about 75% FAS, 25% No. 1 C. BLISS-COOK OAK COMPANY, Blisswille. Ark.

NO. 1 C. & BTR., 4'4 to 16/4". BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 3 C., 8/4", ran. wdth. and lgth. R. HANSON & SONS, Grayling. Mich. FAS 5/8", COM. & BTR., black, 4/4". HOFF-MAN BROS. COMPANY, Fort Wayne, Ind. FAS 6/4" to 12/4" reg. wdth., 8 to 16', 4 mos. dry. NO. 1 C. 5/4" to 16-4", reg. wdth. & lgth., 4 mos. dry; NO. 2 C. 4/4", reg. wdth. & lgth., 4 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

NO. 3 C., 4/4", reg. wdth. and lgth. LAMB-FISH LUMBER CO.. Charleston, Miss.

NO. 2 C. & BTR., 4'4 & 5/4", reg. wdth. and lgths.. 3 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

FAS 5/8 & 3/4", 12" & up, reg. lgth.. 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdth. and lgth.. 1 yr. dry; NO. 3 C., 4/4", reg. wdth. and lgth.. 1 yr. dry; NO. 3 C., 4/4", reg. wdth. and lgth.. 1 yr. dry; NO. 3 C., 4/4", reg. wdth. and lgth.. 1 yr. dry; NO. 3 C., 4/4", reg. wdth. and lgth.. 1 yr. dry; NO. 3 C., 4/4", reg. wdth. and lgth.. 1 yr. dry; NO. 3 C., 4/4", reg. wdth. and lgth.. 1 yr. dry; NO. 3 C., 4/4", reg. wdth. and lgth.. 1 yr. dry; NO. 3 C., 4/4", reg. wdth. and lgth.. 1 yr. dry; NO. 3 C., 4/4", reg. wdth. and lgth.. 1 yr. dry; NO. 3 C., 5/8", reg. wdth. and lgth.. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind. NO. 1 C., 5/8", reg. wdth. and lgth.. dry.

Minneapolis, Minn.

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SWAIN-ROACH LUMBER CO., Seymour, Ind.
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LOG RUN, 4/4", 1 yr. dry. WILLSON BROS.
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BASSWOOD

COM. & BTR., 5/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
NO. 1 & BTR. 4/4", av. wdth. & lgth., 10 mos. dry. RICE LAKE LUMBER CO., Rice Lake. Wis.
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BEECH

NO. 2 C. & BTR., 6/4", reg. wdth. & lgth., green; NO. 3 C., 6/4", reg. wdth. and lgth., 6 mos. dry; NO. 3 C., 4/4", reg. wdth. and lgth., 9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

BIRCH

NO. 3 C., 5/4", reg. wdth. and lgth., 1 yr. dry. EAST JORDAN LUMBER CO., East JORDAN MUMBER CO., East JORDAN, Mich.

NO. 2 & BTR., 4/4", ran. wdth. and lgth. R. HANSON & SONS. Grayling. Mich.

NO. 1 & BTR. red. 4/4" to 8/4", 5" & up. 8' & longer, 10 mos. dry; NO. 1 & BTR. unsel., 4/4" to 8/4", av. wdth. and lgth., 10 mos. dry; 1 & 2 FACE, 4/4", 5" wide, 6' & longer, 10 mos. dry; 1 & 2 FACE 4/4", 4" wide, 6' & 8', 10 mos. dry; NO. 2 & 3 C. 4/4", ran. wdth. and lgth., 1 yr. dry. RICE LAKE LUMBER CO., Rice Lake. Wis.

FAS 4/4", reg. wdth. and lgth., 10 mos. dry; FAS, el. red. 4/4", reg. wdths. and lgths., 10 mos. dry; NO. 1 C., sel. red. 4/4", reg. wdths. and lgths., 10 mos. dry; NO. 3 C., 6/4", reg. wdths. and lgths., 10 mos. dry. PAYSON SMITH LUMBER CO., Minneapolis, Minn. NO. 1 C., 4/4 & 5/4", all wdths. and lgths.; NO. 2C., 4/4 & 5/4", all wdths. and lgths. UPHAM & AGLER, Chicago, Ill.

LOG RUN 4/4", 15 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

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CEDAR

TENNESSEE Aromatic Red, 4/4." BUF-FALO HARDWOOD LUMBER CO., Buffalo, N. Y.

CHERRY

FAS 5/8"; COM. & BTR., 4/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind. NO. 1 & 2 C., 4/4", 4 to 12", 4 to 16', 2 yrs. dry, well manufactured. T. SULLIVAN & CO., Buffalo, N. Y. dry, well manufactures.

CO, Buffalo, N. Y.

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CHESTNUT

wdth, and lgth.,

NO. 1 C. & BTR., 4/4", reg. wdth. and lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

SOUND WORMY 6/4 & 5 4", 5 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh,

ALL GRADES, 4/4 to 8/4", reg. wdths., standard 1gths., 18 mos. dry. YEAGER LUMBER CO., Buffalo. N. Y.

COTTONWOOD

BOX BOARDS, 4/4", 13 to 17", reg. lgths., 4 mos. dry. BAKER-MATTHEWS LUMBER CO., Chicago, Ill.
FAS 4/4", reg. wdth. & lgth., 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

CYPRESS

CYPRESS

NO. 1 C. 8/4". BLISS-COOK OAK COMPANY, Blissville, Ark.
SHOP & BTR., 6 4 & \$'4", reg. wdths. and
Igth., 6 mos. dry. LITTLE ROCK LUMBER
& MFG. CO., Little Rock. Ark.
FAS 8/4", all wdths. and Igth.; SEL., 8'4",
all wdths. and Igth.; UPHAM & AGLER,
Chicago, Ill.
NO. 1 C. & BTR., 4'4", 4 mos. dry. VAIL
COOPERAGE CO., Fort Wayne, Ind.

ELM—SOFT
LOG RUND 4/4 & 6'4" ran, wdths. and

LUM—SOFT

LOG RUN® 4/4 & 6 '4", ran. wdths. and lgths., 6 mos. dry. BAKER-MATTHEWS LUMBER CO., Chicago. III.

LOG RUN NO. 1 C. & NO. 2 C., 4 '4", reg. wdths. and lgths. 20-40-40". LAME-FISH LUMBER CO., Charleston, Miss.

NO. 3 & BTR. 4 4", av. wdth. and lgth., 10 mos. dry. RICE LAKE LUMBER CO., Rice Lake, Wis.

NO. 3 C. & LOC RIM (4")

Lake, Wis.

NO. 3 C. & LOG RUN, 4 4". reg. wdths. and lgths., 10 mos. dry. PAYSON SMITH LUMBER CO., Minneapolis, Mnn.

LOG RUN, 44". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

NO. 1 C., 4/4 & 6/4", 4 to 12", 4 to 16', 1 yr. dry, well manufactured. T. SULLIVAN & CO., Buffalo, N. Y.

LOG RUN, 4/4", reg. wdth. and lgth.. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

ELM—ROCK

NO. 3 C. & BTR., 4/4", reg. wdths. and lgth., 10 mos. dry. PAYSON SMITH LUMBER CO., Minneapolis, Minn.

GUM-SAP

NO. 2 C., 4/4", reg. wdth. and lgth., 6 mos. dry; NO. 2 C. 4/4", reg. wdth. and lgth., 4 mos. dry. BAKER-MATTHEWS LUMBER CO., Chicago, Ill.
NO. 1 C., 5/4 & 6/4", reg. wdth. and lgth. LAMB-FISH LUMBER CO., Charleston, Miss.
NO. 1 C. 5/4", reg. wdth. & lgth.. 10 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.
NO. 2 C. & RIR 3/4" reg. wdth. and lgth.

LIBERTY HARDWOOD LOUISING.
Creek, Texas.

NO. 2 C. & BTR., 3/4", reg. wdth. and lgth., 2 mos. dry. LITTLE ROCK LBR. & MFG.
CO. Little Rock. Ark.
PANEL 5/8", 18" & up. reg. lgth. 6 mos. dry. NICKEY BROS., INC. Memphis, Tenn.
FAS, NO. 1 C & NO. 2 C., 4/4" reg. wdth. and lgth., 3 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.
NO. 1 C. & BTR., 4/4". UTLEY-HOLLOWAY COMPANY, Chicago, Ill.

CLIM_PLAIN RED

WAY COMPANY, Chicago, Ill.

GUM—PLAIN RED

NO. 2 C., 4/4", reg. wdth., 12', 10% 10', 4
mos. dry; NO. 2 C. 4/4", reg. wdth. and lgth., 6 mos. dry. BAKER-MATTHEWS LUMBER
CO., Chicago, Ill.

FAS 3/8, 1/2, 3/4", reg. wdth. and lgth.; NO. 1 C., 3/8, 1/2, 3/4, 5/4", reg. wdth. and lgth.; NO. 1 C., 3/8, 1/2, 3/4, 5/4", reg. wdth. and lgth.; NO. 1 C., 5/4", reg. wdth. and lgth.; LAMB-FISH LUMBER CO., Charleston, Miss.
NO. 1 C. & BTR., 8/4", reg. wdth. and lgth., 6 mos. dry, quartered, sap no defect. LITTLE ROOK LUMBER & MFG. CO., Little Rock, Ark.

Ark. FAS, NO. 1 C., 4'4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.
NO. 1 C., 4/4". reg. wdth and lgth, 4 mos. dry. SOUTH TEXAS LUMBER CO. Houston,

FAS & NO. 1 C., 4/4"; NO. 1 C & BTR., 5/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

GUM—QUARTERED RED

FAS & NO. 1 C., 6/4", reg. wdth. and lgth.; FAS & NO. 1 C., FIG., 4/4", reg. wdth. and lgth. LAMB-FISH LUMBER CO., Charleston,

tiss.

NO. 1 C. & BTR., 9/4", reg. wdth. and lgth., mos. dry, well manufactured. LITTLE COK LBR. & MFG. CO., Little Rock, Ark. COM. & BTR. 4/4", ran. wdth. and lgth., 8/12 os. dry, sliced boards highly figured. LOUIS-VILLE VENEER MILLS, Louisville, Ky. FAS, FIG, 4/4", 6" & up. reg. lgths., 10 mos.

dry; COM. & BTR., FIG. backing boards, 5/8 & 3.4", 6" & up, reg. lgths., 10 mos. dry; NO. 1 COM., 4/4, 4" & up, reg. lgth., 10 mos. dry. NICKEY BROS., INC., Memphis, Tenn. FAS 4/4", reg. wdth. and lgth., 8 mos. dry; FAS & NO. 1 C. FIG., 44". reg. wdth. and lgth., 10 mos. dry. STIMSON VENEER & LUMBER CO., Memphis, Tenn.

GUM—BOX BOARDS

4/4", 13 to 17", UTLEY-HOLLOWAY COMPANY, Chicago, Ill

HEMLOCK

MERCH., 8/4", ran. wdth. and lgth.; NO. 2 ATH, 48" long. R. HANSON & SONS, Gray-LATH, 48" ling, Mich.

HICKORY

LOG RUN, 8.4", reg. wdth. and lgth., green. BAKER-MATTHEWS LBR. CO., Chicago, Ill. NO. 1 C. 8/4", 4" & wdr., 2 yrs. dry. BLAKES-EE, PERRIN & DARLING. Buffalo, N. Y. NO. 2 C. & NO. 3 C., 8 4 & 10/4", reg. wdth. and lgth., 2 mos. dry. LITTLE ROCK LBR. & MFG CO, Little Rock, Ark
LOG RUN, 6/4", reg. wdth. and lgth., green.

LOG RUN, 64", reg wdth, and lgth., green. SWAIN-ROACH LUMEER CO., Seymour, Ind. LOG RUN, 64", 15 mos. dry, flitched. WILLSON BROS. LRR. CO., Pittsburgh, Pa.

HOLLY

Cut to order, extra fine. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

MAGNOLIA

LOG RUN, 4/4". SOUTHERN PINE LUM-BER CO., Texarkana, Tex.

MAHOGANY

MAHUGAN I

FAS, NO. 1 C., SHORTS & WORMY, all 1/2
to 16/4", plain and figured, Mexican and African. HUDDLESTON-MARSH MAHOGANY
COMPANY, Chicago. Ill.

MAPLE—HARD

NO. 1 C. 4/4 to 16/4", 4" & wdr., 18 mos. dry.
BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

N. Y.

NO. 1 C. & BTR., 4'4 to 10/4". BUFFALO
HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 3 C., 4'4", reg. wdth. and lgth, 6 mos.
dry; NO. 3 C., 6'4", reg. wdth. and lgth., 9
mos dry; NO. 3 C., 5'4", reg. wdth. and lgth.,
1 yr. dry, resawn in center. EAST JORDAN
LUMBER CO., East Jordan, Mich.
NO. 3 C., 8'4", ran. wdth. and lgth. R. HANSON & SONS, Grayling, Mich.
FAS 3/8". HOFFMAN BROS. CO., Fort
Wayne, Ind.
NO. 3 C., 4'4", reg. wdth. and lgth., 10 mos.

FAS 3/8". HOFFMAN BROS. Co., Forwayne, Ind.
NO. 3 C., 4/4", reg. wdth. and lgth. 10 mos. dry; HEARTS, 7'4", reg. wdth. and lgth., 10 mos. dry. PAYSON SMITH LUMBER CO., Minneapolis, Minn.
FAS 12/4", 6 to 11", 8 to 16', 1 yr. dry, well manufactured; NO. 1 C., 12/4", 4 to 12", 4 to 16', 1 yr. dry, well manufactured. T. SULLIVAN & CO., Buffalo. N. Y.
NO. 1 C. & BTR., 10/4", reg. wdth. and lgth., green. SWAIN-ROACH LUMBER CO., Seymour, Ind.
LOG RUN, 4/4 to 6/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

MAPLE—SOFT

NO. 2 C. & BTR., 4/4", reg. wdth. and lgth., 10 mos. dry. PAYSON SMITH LUMBER CO., Minneapolis. Minn. LOG RUN, 4/4", 1 yr. dry. WILLSON BROS. LUMBER CO., Pittsburgh. Pa.

OAK-PLAIN RED

NO. 1 C. & BTR., 4/4 to 16/4". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y. COM. & BTR., 5/8"; FAS 5/4", 11" & up. HOFFMAN BROS. COMPANY, Fort Wayne,

th. LAMB-FISH LUMBER CO., Charleslgth. n. Miss.

ron, Miss.

FAS 4/4", reg. wdth. & lgth., 5 mos. dry;
NO. 1 C., 4/4", 25% 10" & up, 65% 14 to 16', 5
mos. dry; NO. 2 C. 4/4", reg. wdth., 50% 14 to
16', 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

FAS 5/8, 3/4", reg. wdth. and lgth., 10 mos.
dry. NICKEY BROS., INC., Memphis, Tenn.
NO. 1 C. & BTR., 3/4 & 4/4", reg. wdth. and
lgth., 10 mos. dry. PAYSON SMITH LUMBER
CO., Minneapolis, Minn.
NO. 2 C., 4/4", SOUTHERN PINE LUMBER CO., Texarkana, Tex.
FAS 4/4", reg. wdth. and lgth, 8 mos. dry;
NO. 1 C. & NO. 2 C., 4/4", reg. wdth. and lgth.

BER CO., Texarkana, Tex.

FAS 4/4", reg. wdth. and lgth, 8 mos. dry;

NO. 1 C. & NO. 2 C., 4/4", reg. wdth. and lgth.,

10 mos. dry. SOUTH TEXAS LUMBER CO.,

Houston. Tex.

FAS 3/4", reg. wdth. and lgth., 9 mos. dry;

FAS 4/4", reg. wdth. and lgth., 10 mos. dry;

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

HARDWOODS FOR SALE

NO. 1 C., 4 4". reg. wdth. and lgth. 7 mos. dry. STIMSON VENEER & LUMBER CO., Memphis, Tenn.
NO. 1 C., 5 4", all wdths. and lgths. 1 yr. dry. UPHAM & AGLER, Chicago, Ill. FAS 4/4", 6 mos. dry, southern stock. VAIL COOPERAGE CO., Fort Wayne, Ind.
NO. 2 C. & BTR., 4/4 to 8/4". W. R. WIL-LETT LUMBER CO., Louisville, Ky.
NO. 1 C., 4/4", 1 yr. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.
ALL GRADES, 4/4 to 16/4", reg. wdth., standard lgth. 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK-QUARTERED RED

FAS 1/2 & 3/4", 6" & up, reg. lgth., 8 mos. dry; FAS 4/4", 10" & up, reg. lgth., 10 mos. dry; CLEAR STRIPS, 4/4", 2½-3½", reg. lgth., 8 mos. dry; CLEAR STRIPS, 4/4", 4-5½", reg. lgth., 8 mos. dry. NICKEY BROS. INC.

lgth., 8 mos. dry. NICKEI BIOG. AND Memphis, Tenn. FAS 4/4", reg. wdth. and lgth., 10 mos. dry; NO. 1 C., 4/4", reg. wdth. and lgth., 8 mos. dry. STIMSON VENEER & LUMBER CO., Mem-

NO. 2 C. & BTR., 4/4", 18 mos. dry, Indiana ock. VAIL COOPERAGE CO., Fort Wayne, stock.

OAK-PLAIN WHITE

NO. 2 C., 4/4", reg. wdth. and lgth., 1 yr. dry; NO. 2 C., 12/4", reg. wdth. and lgth., 2 yrs. dry. BAKER-MATTHEWS LUMBER CO., Chicago, Ill.
NO. 1 C., 8/4 & 12/4", 4" & wdr., 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

N. Y.
FAS, 4/4", 9" & wdr., bone dry. BLISS-COOK OAK CO., Blissville, Ark.
NO. 1 C. & BTR., 4/4 to 16/4". BUFFALO
HARDWOOD LUMBER CO., Buffalo, N. Y.
FAS 4/4", reg. wdth. and lgth.; NO. 1 C. &
NO 2 C., 4/4", reg. wdth. and lgth.; NO. 1 C.,
1/2", reg. wdth. and lgth.; LAMB-FISH LUMBER CO., Charleston. Miss.
COM. & BTR., 5/8", reg. wdth. and lgth.,
10 mos. dry. NICKEY BROS., INC., Memphis,
Tenn.

Tenn.

FAS, NO. 1 C. & NO. 2 C., all 4/4". SOUTH-ERN PINE LUMBER CO., Texarkana. Tex. FAS & NO. 1 C., 4/4", reg. wdth. and 1gth., 6 mos. dry; NO. 2 C., 4/4", reg. wdth. and 1gth., 8 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

NO. 1 C., 4/4", reg. wdth. and 1gth.. 6 mos. dry. STIMSON VENEER & LUMBER CO., Memphis. Tenn.

NO. 1 C., 4/4 & 5/4". UTLEY-HOLLOWAY COMPANY, Chicago, III.

FAS & NO. 2 C., 4/4", 6 mos. dry, southern stock. VAIL COOPERAGE CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4 to 8/4". W. R. WILLETT LUMBER CO., Louisville, Ky.
NO. 1 C. & BTR., 4/4". 1 yr. dry. WILL-SON BROS. LUMBER CO., Pittsburgh, Pa.
ALL GRADES, 4/4 to 16/4", reg. wdth. and lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 1 C. & BTR., 4/4 to 12/4". BUFFALO HARDWOOD LUMBER CO., Buffalo. N. Y. NO. 1 C. & NO. 2 C., 4/4". reg. wdth. and lgth. LAMB-FISH LUMBER CO., Charles-

HARDWOOD LUMBER CO., Burraio. N. 1.

NO. 1 C. & NO. 2 C., 4/4", reg. wdth. and lgth. LAMB-FISH LUMBER CO., Charleston, Miss.

FAS 4/4", 10" & up, reg. lgth., 50% 1/16" scant on heart edge, bone dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

COM. & BTR., 1/4", 6" & up, reg. lgth., 14 mos. dry; FAS 3/8" & 3/4", 6" & up, reg. lgth., 14 mos. dry; FAS 5/8", 6" & up, reg. lgth., 14 mos. dry; FAS 5/8", 6" & up, reg. lgth., 14 mos. dry; NO. 1 C, 1/2", 4" & up, reg. lgth., 14 mos. dry; NO. 1 C, 5/8", 4" & up, reg. lgth., 14 mos. dry; FAS 5TRIPS, 4/4", 2½-3½", reg. lgth., 8 mos. dry; FAS STRIPS, 4/4", 4", 4", 4", 4", 4", 5", 5", 5", reg. lgth., 10 mos. dry; CLEAR SAP STRIPS 4/4", 2-3½", reg. lgth., 8 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS 4/0. 1 C., 4/4" SOUTHERN PINE LUMBER CO., Texarkana, Tex.

FAS 1/2 & 3/4", reg. wdth. and lgth., 1 yr. dry; FAS 4/4", reg. wdth. and lgth., 1 wo. dry; NO. 1 C., 3/8", reg. wdth. and lgth., 8 mos. dry; NO. 1 C., 3/8", reg. wdth. and lgth., 8 mos. dry; NO. 1 C., 4/4", 10 mos. dry, STIM-SON VENEER & LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", 18 mos. dry, Indiana ock. VAIL COOPERAGE CO., Fort Wayne,

NO. 2 C. & BTR., 4/4 to 8/4; CLEAR & COM. STRIPS, 4/4 & 5/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

OAK—MISCELLANEOUS

BRIDGE PLANK, red and white. 3/10-12", 12 to 16', 2 mos dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark. CAR TIMBERS 14x14" and smaller. 20' and shorter. SOUTHERN PINE LUMBER CO., Texarkana, Tex.

POPLAR

PUPLAK

NO. 1 C. & BTR., 4/4 to 8/4". BUFFALO
HARDWOOD LUMBER CO., Buffalo, N. Y.
COM. & BTR. 4 4". HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind.
COM. & BTR. 5/8" to 4 4". ran. wdth. and
lgth., 6 to 8 mos. dry. LOUISVILLE VENEER
MILLS, Louisville, Kv.
BOX BOARDS, 4/4". 13 to 17", reg. lgth.,
12 mos. dry. NICKEY BROS., INC., Memphis. Tenn.

ALL GRADES, 5/8" to 16/4", reg. wdth. and lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

SYCAMORE

FAS & LOG RUN, 4/4", reg. wdth. and lgth., 50-30-20%. LAMB-FISH LUMBER CO., Charleston, Miss.

LOG RUN, M. C. O., 4/4", reg. wdth., 50% 14 to 16', 6 mos. dry. LIBERTY HARDWOOD LBR. CO., Big Creek, Tex.

LOG RUN, plain, 4/4", reg. wdth. and lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

WALNUT

FAS 3/8"; COM, & BTR. 4/4" to 8/4". HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind.

Wayne, Ind. FAS & NO. 1 C. 5/8" to 8/4", very dry HUDDLESTON-MARSH MAHOGANY CO

HUDDLESTON-MARSH MARIOCALL Chicago, III.

COM. & BTR. 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

LOG RUN, 4/4, 5/4, 6/4 & 8/4", 4" & up. reg. lgth., 10 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

ALL grades and thicknesses. PENROD ALL grades and thicknesses.

ALL grades and thicknesses. PENROD WALNUT & VENEER CO., Kansas City,

MO. 1 C., 4/4. 5/4, 6/4 & 8/4", reg. wdth. and lgth., 1 yr. dry; CLEAR, 2x2, all lengths; NO. 2 C., 4/4, 5/4, reg. wdth. and lgth.. bone dry. WOOD-MOSAIC COMPANY, New Al-

dry. WOOD-MODILE bany, Ind., NO. 2 C., 4/4", 6" & up, standard lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MISCELLANEOUS

PINE, Norway, Merch., 8/4", ran. wdth. and lgth.; SPRUCE, merch., 2x6", ran. wdth. and lgth.; TAMARACK, merch., 8/4", ran. wdth. and lgth.; SHINGLES, No. 1 or Cull, 16" long. R. HANSON & SONS, Grayling, Mich.

DIMENSION LUMBER

PL. and QTD. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

FLOORING OAK

SEL. NO. 1, Red, 3/8x7/8" and 13/16x1½"; SEL. NO. 1, White, 3/8x1½", 13/16x1½" and 13/16x2"; CLEAR SAP, Qtd. Swd., 3/8x1½" and 3/8x2". THE T. WILCE COMPANY, Chicago, Ill.

VENEER—FACE ASH

LOG RUN, brown, rty. cut, any thickness up to 98" in lgth.; CLEAR FACE, brown, rty. cut, any thickness up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

BIRCH

LOG RUN, rty. cut, any thickness up to ANY thickness. LOUISVILLE VENEER 98" in 1gth.; CLEAR FACE, rty. cut, any thick-MILLS, Louisville, Ky.

ness up to 95" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

GUM-RED

QTD., FIG'D., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MA-HOGANY CO., Chicago, Ill. ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—PLAIN

RED and WHITE, sawed, all thicknesses.
HOFFMAN BROTHERS CO., Fort Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

RED & WHITE, all thicknesses, sawed.
HOFFMAN BROS. COMPANY, Fort Wayne,
Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
ANY thicknesses, LOUISVILLE VENEER MILLS, Louisville, Kv.,
SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT COMPANY, St. Louis, Mo.
PLAIN and FIGURED veneers. PENROD WALNUT & VEN. CO., Kansas City, Mo.

CROSSBANDING AND BACKING ASH

ANY thickness, up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

BASSWOOD

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford. Wis.

BIRCH

ANY thickness, up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford. Wis.

ELM

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville. Ky.

MAPLE

ANY thickness, up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford. Wis.

POPLAR

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS & TOPS BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOG-ANY CO., Chicago, III.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS. Louisville, Ky. STOCK SIZES 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.

OAK ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes. good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO.. Chicago, Ill.
WALNUT

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion......25c a line For two insertions.......40c a line For three insertions.......55c a line For four insertions...........65c a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted,

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED -- COMPETENT TRAVELING

Lumber buyer and inspector, who has another connection, to buy walnut lumber for us on the side. Address "BOX 125," care HARDWOOD RECORD.

WANTED-TWO LUMBER INSPECTORS

For steady work in New York City; must be fast and competent graders of mahogany lumber. under the rules of the N. H. L. Assn. State age and experience.

HUDDLESTON-MARSH MAHOGANY CO., 33 W. 42nd St., New York, N. Y.

WANTED-FIRST-CLASS

Camp cook for West Virginia logging camp; one who can put up good substantial meals at reasonable cost.

Address "BOX 10," care HARDWOOD RECORD,

LOGS WANTED

WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

TIMBER LANDS FOR SALE

GOOD TRACT TENNESSEE HARDWOOD

For Sale-20,000 acres at \$10 per acre. Will cut 4,000 to 5,000 feet per acre. 60% White Oak, balance Poplar, Chestnut and other Oak. If interested write E. A. ARMSTRONG, Box 328, Lebanon, Tenn.

TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

GUM STUMPAGE FOR SALE

Estimated 42 million feet on 11,000 acres along Little Missouri River here. Large timber, good quality. On railroad. Price \$60,000. Reasonable terms. J. G. GREENE, Beirne, Ark.

TIMBER ESTIMATING

TIMBER ESTIMATING

THOS. J. McDONALD.

Forest Engineer,

East Tennessee Bank Bldg.,

Kuoxville, Tennessee.

TIMBER ESTIMATORS

Sanborn & Gearhart, Asheville, N. C.

HARDWOOD TIMBER ESTIMATOR NORTHERN, SOUTHERN AND TROP-ICAL TIMBER

D. E. Lauderburn, Forest Engineer, 158 Fifth Avenue, New York, N. Y.

LUMBER FOR SALE

THIN QTD. WHITE OAK LUMBER FOR SALE

4 cars 34 and 75 quarter sawn white oak vencer backing boards, FAS and select grade, 6" to 14" wide, mostly 8" to 11" wide, 10' to 16'

WILLIAMSON-KUNY MILL & LUMBER CO., Mound City, Illinois.

FOR SALE

3 cars each inch No. 1 and No. 2 Com. Ash. 1 car each inch No. 1 Com. Red and Sap Gum. 1 car each inch FAS Sap and Red Gum. 20 cars 1" No. 1 Com. Soft Southern Tupelo Gum, CORNELIUS LUMBER CO., Wright Bldg., St. Louis, Mo.

LUMBER WANTED

CASH FOR INCH SQUARES

42", 48", 54" maple, beech, birch, now or later. We buy lumber, ties, piles, posts, fuelwood, etc. JUDY FOREST PRODUCTS COMPANY, Chicago.

WANTED-LARGE QUANTITY

Of 1", 11/4", 11/2" and 2" 1sts and 2nds Black Walnut Quote prices delivered here. RICE VENEER & LUMBER CO., Grand Rapids, Mich.

WANTED-SEVERAL CARS EACH

1" and 11/4" 1sts and 2nds Ash. 2" dry Hard Maple No. 1 common, also Log Run. Quote delivered Peoria.

H. C. STONE LBR. CO., Peoria, Ill.

DIMENSION STOCK FOR SALE

FOR SALE

1 car 2x2-24, 36 & 48" clear Sap Guin Squares.

1 car 2x2-24, 36 & 48" clear Oak Squares. Can make prompt shipment and also cut other lengths. Write for delivered prices.

PROBST LUMBER CO., Cincinnati, O.

VENEERS FOR SALE

FOR SALE

150 M' 1/20 quarter sawn white oak veneer, select common grade, good figure, 6" to 14" wide, largely 8" to 11" wide, 10' to 16' long.

WILLIAMSON-KUNY MILL & LUMBER CO., Mound City, Illinois.

MACHINERY FOR SALE

FOR SALE

Circular sawmill. Will take lumber in payment. THE WALNUT LUMBER CO., Indianapolis, Ind.

BUSINESS OPPORTUNITIES

FOR SALE

Double circular sawmill, Knight three-head block carriage, Knight log turner, Sidney swing cutoff saw, Hoosier self-feed ripper, Egan bolter, 1 dimension stock ripper, 3 Crooker-Wheeler motors, sawdust and wood carriers.

Located on railroad with private switch, lumber and dimension stock sheds. Everything in A1 condition. All electric power, cheaper than steam. Plenty of available hardwood tim-ber for ten years. Must sell to settle estate.

For further particulars write to "SAWMILL," Box 561, Bluffton, Ohio.

FOR SALE IN HELENA

A hardwood concentrating yard, fully equipped, on two railroads, room for expansion. Write "BOX 78," Helena, Ark., for particulars.

\$3,500 CASH

Buys wood manufacturing business with sufficient timber to run three years. Output sold under contract. Address

"BOX 14," care HARDWOOD RECORD.

Loans on Timberland

We have internationally recognized facilities based on 36 years experience in timberland and lumber matters.

Long or short terms. Amounts from \$50,000 up, as conditions warrant.

. 332 South Michigan Avenue, Chicago



CLASSIFIED ADVERTISEMENTS—CONTINUED

RAILROAD EQUIPMENT

WANTED

Forty-two ton Shay becometive second Lind Slightly larger size will do. Must be at mist-class condition. Send full particulars. Address "BOX 12," care Harnwood Receipt.

SHIP TIMBERS FOR SALE

TO SHIP BUILDERS. REPAIRERS.

Dry dock companies, etc. We have for sale 400 sticks Alabama hewn oak timber of excelent specifications, 10x11-28" square; 17 to 54 feet long, average lineal 33 feet; average per stick 750 superficial feet.

MISCELLANEOUS

A LARGE BANKING HOUSE DESIRES TO WELL PROTECTED INFUS PURCHASE TRIAL PREFERRED STOCK, NOTE OR BOND ISSUE, OR A PROPERTY ITSELF; OR A PUBLIC UTILITY BOND ISSUE, NOTE ISSUE OR PROPERTY; SUCH PURCHASE TO AMOUNT TO NOT LESS THAN \$1,000,000. CORRESPONDENCE TREATED IN CONFI-DENCE. ADDRESS F. O. MARCH, 71 BROAD-WAY, NEW YORK CITY.

I BUY ALL KINDS OF

Cedar, Boxwood and kiln-dry Hardwood sawdust. Quote prices and send samples. 8. BRENNER. 130 Metropelitan Ave., Brooklyn, N. Y.

Wanted to Buy

8-4 to 12-4 log run hard maple - 40 cars

Louisville Point Lumber Company LOUISVILLE, KENTUCKY

You have Old Customers but New Ones must added constantly to move your Lumber these

To this end accurate knowledge of factory needs

is essential.

We have this information in strictly up-to-date form, all tabulated and ready for instant use. It is proving a big asset in many hardwood offices these days. Can you afford to give your competitor this advantage?

Let us tell you more about it.

HARDWOOD RECORD, Ellsworth Building,

Chicago, Ill.

DOOR MAKERS

can buy one 1/8" birch and oak veneer from stock on hand. This means prompt service. We sell log run or cut to standard dimensions.

FURNITURE MANUFACTURERS

can be assured of consistent quality in our 3/16" and 1/4" three-ply birch or oak drawer bottoms or case racks.

Wisconsin Veneer

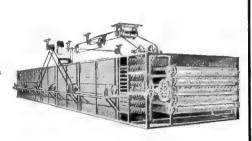
Rhinelander, Wisconsin

for VENEER

No checks or splits. Enormous output. Low labor cost.

The Philadelphia Textile Machinery Co.

Philadelphia





"The \widetilde{Red}

> Capacity 10,000,000 feet

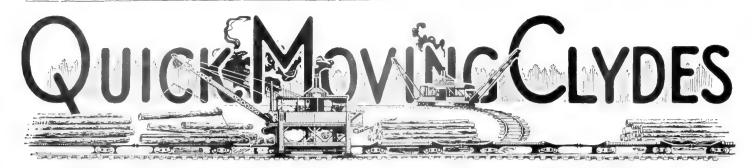
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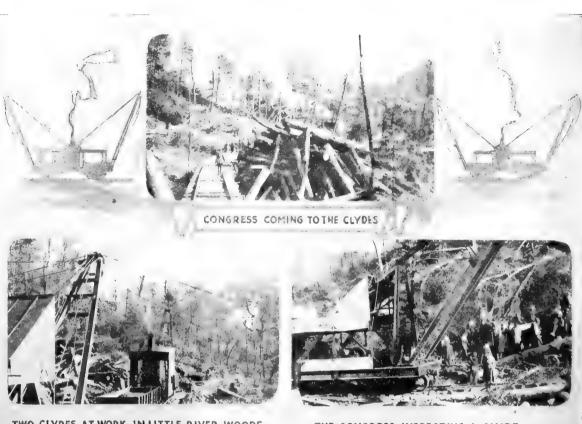
HARDWOOD RECORD

CHICAGO



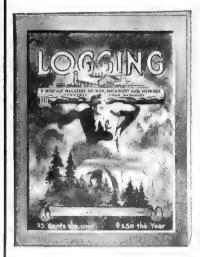
APPALACHIAN LOGGING CONGRESS

Meets in Knoxville and Takes Trip to Townsend



TWO CLYDES AT WORK IN LITTLE RIVER WOODS

THE CONGRESS INSPECTING A CLYDE



A full account of the meeting and of the subsequent trip to the woods operations of the Little River Lumber Company will be found in the November number of "LOGGING." We will be glad to send a sample copy of this number upon request.

CLYDE IRON WORKS

Manufacturers of Machines for EVERY Logging Operation Head Office and Factory at DULUTH, MINN., U.S.A.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

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Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

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Rock Maple Flooring
is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock, and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send Us Your Inquiries

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We have the following to offer at low prices, for immediate shipment:

300M Ft. of 1 In. No. 3 Common Hard Maple

WE ALSO HAVE A FINE ASSORTMENT OF GOOD BIRCH IN ALL THICKNESSES

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We Have It 12 Months Dry WINTER SAWN WISCONSIN HARDWOODS

4/4 Log run Soft Elm 4/4 to 8/4 Red Birch 4/4 to 8/4 Unselected Birch 4/4 No. 3 Soft Elm 4/4 No. 1 Basswood 4/4 Log run Red Oak 5/4 to 6/4 No. 3 Com. Bass-4/4 Log run Soft Maple wood

Let us quote you prices

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Yards and Mills, RICE LAKE, WISCONSIN

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HAVE FOLLOWING STOCK AT IRON MOUNTAIN, CAR SHIPMENTS:

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15	\mathbf{M}	t 12/4 No. 1 Common & Better Bird	h
50	\mathbf{M}	t6/4 No. 3 Common Soft Eli	m
22	\mathbf{M}	t	h
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PLAIN and QUARTERED

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EVEN COLOR SOFT TEXTURE

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PROMPT SHIPMENTS

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We Can Ship at Once

20 M ft. 5/4 No. 3 50 M ft. 6/4 No. 3 Maple Maple 50 M ft. 6/4 No. 3 100 M ft. 4/4 No. 3 Beech Beech 500 M ft. 4/4 No. 3 18 M ft. 5/4 No. 3 Maple Birch

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Manufacturers "IMPERIAL" Maple Flooring EAST JORDAN, MICH.



The Foremost Hardwood Market of the East

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Specialties:

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OUR SPECIALTY
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A Complete Stock of Seasoned Hardwoods

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OUR SPECIALTY:

QUARTERED WHITE OAK
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The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

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Shall Progress

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Progress that was made by literally stamping out the old and installing the new.

Scientific improvements and the incorporation of only the best material and workmanship in our product, have placed us far in advance in the manufacture of Saws-that's progress.



ATKINS SILVER STEEL

SAWS, whether Band, Solid or Inserted Tooth Circular, are made for the hardest service. They require less refitting and tensioning. This means reduced costs and greater production for you.



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ATKINS MACHINE KNIVES are made for all purposes. Each Knife is in correct balance. The cutting edge surpasses all other makes for toughness and ability to give satisfaction and long service.



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Preparedness

We have mobilized for an emergency

It is well that consumers of lumber familiarize themselves with conditions for an emergency.

If So

When the crisis comes and you need dry, well manufactured lumber and need it badly, you are prepared, having familiarized yourselves with the quality and character of lumber produced by

STIMSON MILLS

KALAMAZOO Cast Iron Fans



28 Fans in One

7 Different Discharges Pulley on Either Side Single or Double Inlet

IF YOU NEED A SMALL EXHAUST FAN OR BLOWER WRITE FOR CATALOG R-12

CARAGE FAN OMPANY.

HEATING VENTILATING & DRING ENGINEERS.
KALAMAZOO-MICHIGAN-U.S.A.

GRAND RAPIDS VAPOR DRY KILN

GRAND RAPIDS MICHIGAN

Grand Rapids means quality in Furniture Design and Kilns

Forty-seven Grand Rapids Vapor Kilns are in use or building at the following ten plants in Grand Rapids:

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Kindel Bed Company
Valley City Chair Company
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You can benefit by their experience and our thirty years of woodworking and experimenting.

Our organization is at your service. Engineers — Manufacturers — Contractors

GRAND RAPIDS VENEER WORKS
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SOULE Steam Feed

Designed for the sawmill by a mill-man.

It will not use excessive steam and gives instant and positive control.

Our prices are actually, not relatively, low.

It has positively increased capacity from 10 to 50 per cent

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ETEWOOD ROOM

Semi-Monthly Twenty-Second Year CHICAGO, JANUARY 25, 1917

Subscription \$2. Single Copies, 15 Cents.



AT CINCINNATI January 30 and 31

A Live Program.

A Rejuvenated Spirit.

A Record-Breaking Attendance.

The Certainty That Many Big Buyers Will Be on Hand.

There will be some truly important matters up for discussion and many instructive and interesting papers. The open price plan will receive extensive discussion. Members of the Hardwood Manufacturers' Association of the United States and other manufacturers will find their interests well served by making final arrangements to attend the annual next Tuesday and Wednesday.

Read the promising program, figure over conditions and judge for yourselves!

Tuesday, January 30th,

Convention called to order by President B. B. Burns.
Report of Secretary and Treasurer will not be read.
Address by Judge L. C. Boyle, Kansas City, Mo., on
"The New Way and The Old Way."

Address by Mr. Robert E. Belt, Washington, D. C., Chief Accountant, Federal Trade Commission, on "True Costs and the Co-operative Work of the Federal Trade Commission."

"Whole industries, in many instances, are suffering from a general lack of intelligent knowledge of cost."

-EDW. N. HURLEY.

Address by W. H. Parker, Ph. D., Cincinnati, Ohio, Professor of Sociology, University of Cincinnati, on "Co-operation."

Appointment of Committees.

Address by Mr. F. X. Wendling, Norwood, Ohio, Vice President and General Sales Manager, Dalton Adding Machine Company, on "Salesmanship."

RECESS FOR LUNCHEON

Address by Mr. R. S. Kellogg, Chicago, Ill., Secretary of the National Lumber Manufacturers' Association, on "Co-operation in the Lumber Industry."

Tuesday Evening

Smoker and Vaudeville Entertainment at 8:00 o'clock in banquet hall on the ninth floor, as a compliment of The Hardwood Manufacturers' Association to its guests.

Wednesday, January 31st, 11:00 O'Clock

Report of Committee on Officers' Reports.
Address by Dr. Stanley L. Krebs, Philadelphia, Pa., on
"Plan Plus Push" or post convention ginger.
Discussion of Business Conditions led by Mr. F. R. Gadd,

Discussion of Business Conditions led by Mr. F. R. Gadd, Chicago, Ill., Vice President Wisconsin Lumber Company.

Report of Mr. W. E. DeLaney, Chairman Executive Grading Commission, on Changes in Oak Rules. Report by Mr. M. W. Stark, Chairman of Committee

on Open Price Plan. Report of other Committees. Election of Officers, etc. Adjournment.

"'FIND OUT' IS THE MOTTO OF THE SUCCESSFUL MAN IN BUSINESS"

HOTEL SINTON

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Large and well selected stock for prompt shipment

J. Gibson McIlvain & Company Philadelphia, Pennsylvania —Manufacturers of—
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The quality of your goods is measured not alone by the face veneers you use. They may be of the finest texture, the most beautifully figured, but if your Cores and Crossbanding are not up to standard; if they are warped, unevenly manufactured, not thoroughly dry, your goods may be seemingly perfect when they leave the factory, but in time the ultimate consumer—the Great American Public—will have just cause for complaint-

Backed by a reputation of thirty years, we offer you

ROTARY GUM CORE STOCK, CROSSBANDING, BUILT-UP PANELS and DRAWER BOTTOMS

worthy of the finest furniture and trim

We cut and dry our stock scientifically—crate so staunchly that the goods reach you in perfect condition—furnish you with the only grade we know—Golden Rule Quality.

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MICHIGAN

Michigan Hardwoods

Make Steady Customers

White Pine, Norway, Hemlock

Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service: - these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

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Sales Department, Cadillac, Michigan

Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech; random lengths, as follows:

> 1x 81x41x 9 1x51x6 1×10

1x11 & wider 1x7

The stock is mixed Maple and Beech but runs largely Maple

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Sales Department, Cadillac, Michigan

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RED BOOK in February and August

It contains a carefury prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

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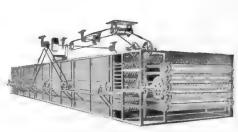
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No checks or splits. Enormous output. Low labor cost.

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Maple and Beech FLOORING

∴ Michigan ∴ Hardwood Lumber

Write for Prices

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BAY CITY MICHIGAN

The Kneeland-Bigelow Company

BEECH

200 M ft. of 6/4 No. 3 Common 500 M ft. of 5/4 No. 3 Common

MAPLE

750 M ft. of 5/4 No. 3 Common

J. RAYNER VENEERED PANELS ALL: WOODS SEND FOR STOCK LIST MAHOGANY LUMBER GARROLL AVE. AND SHELDON ST.



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For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'ld find it reduces the expense of laying and polishing

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

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Oak Birch Gum

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PREPAREDNESS

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Yards at CHICAGO Band Saw Mill
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J. M. Attley & Company

Southern Hardwoods

OAK, ASH, GUM, MAPLE

Thirty years in business TRY US

1209 Lumber Exchange, Chicago

Secure Better Prices

at less selling cost by reaching more customers. Hardwood Record puts you before them All Twice a Month

ASK US ABOUT IT

CHICAGO

History of the

Largest Lumber Centre

in the

World

XII

BUTTER TUBS IN CHICAGO

Butter is usually associated with rural districts, in immediate association with the dairying business; it will, therefore, be a surprise to many to learn that Chicago factories turn out immense numbers of butter tubs, using 22,000,000 feet of lumber for that purpose. It is doubtful if any other city in the country equals that record.

The reason for this large business is not far to seek. Chicago is a packing center with some of the largest packing houses in the world. Enormous quantities of butter are handled, and the handling often includes renovating and repacking; whence comes the demand for tubs. Some packers make their own tubs and others procure theirs by contract.

The list of woods employed in this industry is not long, because many woods are not suitable. Some impart a taste or an odor which is disagreeable; for butter and tobacco are two commodities which most readily absorb impurities from their surroundings. Following is a list of woods employed by makers of butter tubs in Illinois.

Kind of Wood	Feet Used Annually.
Ash	31.855,000
Basswood	2,000,000
Cypress	2,000,000
Red gum	
White oak	
Elm	455,000
Beech	180 000
White pine	140,000
Birch	
Maple	70,000
Yellow poplar	50,000
m . I	20.050.000

The important place held by ash in this industry is apparent. Most of it is white ash, but mixed with it is some black and some green and possibly one or two others.

The white oak reported is nearly all used as bottoms for tubs.

Although the industry is classed as butter tubs, it includes the manufacture of churns also, and these are of different patterns, from the simple, old-fashioned churn with a dasher to be worked up and down by hand power, to the barrel and box churns that revolve upon pivots or have revolving mechanism within.

Fifteen per cent of the butter tub material comes from the Lake States; four per cent from Indiana, Ohio and West Virginia, forty-five per cent from the South, and the remainder is not identified as to region.

(See next issue)

TRADE IN CHICAGO

G. W. Jones Lumber Co.

NORTHERN AND SOUTHERN HARDWOODS

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Hardwoods

Utley-Holloway Company

General Offices, 111 W. Washington St.

Manufacturers

Oak, Ash, Cottonwood, Elm, Gum CHICAGO, ILLINOIS

BAND MILLS
Helena, Arkansas—Kanema, Arkansas

FRED W. UPHAM

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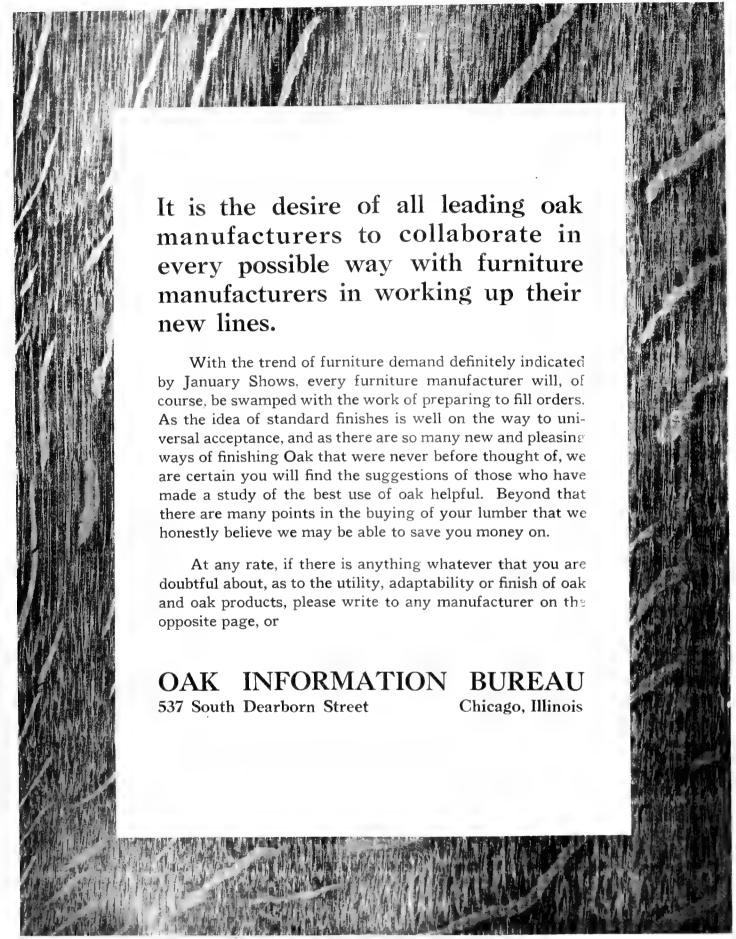
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UPHAM & AGLER

WHOLESALE Hardwood Lumber

Throop Street
SOUTH OF TWENTY-SECOND

If you are not a subscriber to HARD-WOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.



All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Dependable Distributors of Oak

ALABAMA

c-Cromwell Hardwood Lumber Co., Montgomery.

ARKANSAS

ARKANSAS

Bliss-Cook Oak Company, Bisswille (See page 55.)
Paepcke Leicht Lbr. Co., Blytheville and Helena, page -)
Crittenden Lumber Company, Crittenden.
-I. V. Stimson Hardwood Company, Helena,
J. H. Bonner & Sons, Heth. (See page 55.)
b-Little Rock Lumber & Manufacturing Company, Little
Rock. (See page 8.)
Miller Lumber Company, Marianna,
Edgar Lumber Company, Wesson

ILLINOIS

a, b, c—Dermott Land & Lbr. Co., Chicago. (See page ...) Utley-Holloway Lumber Company, Conway Bldg., Chicago. (See page 5.)

INDIANA

INDIANA
Hoffman Brothers Company. (See page 14.)
e-Bedna Young Lumber Company, Greensburg.
Chas. H. Barnaby, Greensatte. (See page 6.)
J. V. Stimson, Huntingburg. (See page 6.)
Wood-Mosaic Company, New Albany. (See page 10.)
North Vernon Lumber Company, North Vernon.
C. & W. Kramer Company, Richmond.
Swain-Roach Lumber Company, Seymour. (See page 56.)
a, b, c-Fullerton-Powell Hardwood Lumber Company, South Bend.
a, b—Cyrus C. Shafer Lumber Company, South Bend.

KENTUCKY

a. b. c—Arlington Lumber Co., Arlington. (See page 52.) Clearfield Lumber Company. Inc., Clearfield. b—Kentucky Lumber Company, Lexington.

W. P. Brown & Sons Lumber Co. (See page 10.) Churchill-Milton Lumber Company.

LOUISIANA

The Ferd, Brenner Lumber Company, Alexandria, Colfax Hardwood Lumber Company, Colfax, b. —The Hyde Lumber Company, Lake Providence, Climax Lumber Company, St. Landry, Thistlethwaite Lumber Co., Ltd., Washington, Mansfield Hardwood Lumber Company, Winnfield.

MISSISSIPPI

b—Alexander Bros., Belzoni.
b—Lamb-Fish Lumber Co., Charleston. (See page 57.)
Paeptoke Leicht Lumber Co., Greenville. (See page —.)
Issaquena Lumber Company, Issaquena.
Mississippl Lumber Company, Quitman.
b, c-Tallahatchie Lumber Company, Philipp.
Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

a. b. c.—M. E. Leming Lumber Company. Cape Girardeau. Long-Bell Lumber Company, Hdwd. Dept., Kanaas City, Mo. a. b. c.—Tschudy Lumber Company, Kansas City, b. c.—Galleway-Pease Co., Poplar Bluff. Baker-Matthews Lumber Co., Sikeston. (See page 14.)

ST. LOUIS

c—Arkla Lumber & Manufacturing Company, St. Louis. J. A. Holmes Lumber Company. a, b, c—Chas. F. Luehrmann Hardwood Lumber Company. a, b, c—Thos. E. Powe Lumber Company.

NORTH CAROLINA

a. b. c-Carr Lumber Company, Pisgah Forest.

Yellow Foplar Lumber Company, Coal Grove. a, b, c—W. M. Ritter Lumber Company, Columbus b—Barr-Holaday Lumber Company, Greenfield.

CINCINNATI

Bayou Land & Lumber C mpany.
C. Grane & Co. (See page 56.)
a. b—Duhlmeler Brothers & Co.
The John Dulwher Company.
Hay Lumber Company
A. h:—Mowbray & Robinson Company. (See page 12.)
a. c. Probst Lumber Company. (See page 68.)

PENNSYLVANIA

Babcock Lumber Company, Pittsburgh,

TENNESSEE

a, b, c—J. M. Card Lumber Company, Chattanooga.
Williams Lumber Co., Fayetteville. (See page 54.)
c—Bedna Young Lumber Company, Jackson
Johnson City Lumber & Manufacturing Co., Johnson City
J. M. Logan Lumber Company, Knoxville. (See page 11.)
Little River Lumber Company, Townsend. (See page 11.)

MEMPHIS

Anderson-Tully Company. (See page 2-67.)
b—Geo. C. Brown & Co.
Goodlander-Robertson Lumber Company.
Memphis Band Mill Company.
Russo & Burgess, Inc.
c—J. V. Stimson Hardwood Company.
J. W. Wheeler & Co.

Davidson, Hicks & Greene Company, Farris Hardwood Lumber Company, Love, Boyd & Co. John B. Ransom & Co.

TEXAS

Liberty Hardwood Lumber Co., Big Creek. (See pages 9 and 58.)
South Texas Lumber Co., Houston. (See page 9.)
H. L. Bonissen Mig. Co., New Laney. (See page 9.)

VIRGINIA

c-U. S. Spruce Lumber Company, Marion.

WEST VIRGINIA

WEST VIRGINIA

b. c—The Alton Lumber Company, Buckhannon.
a, c—West Virginia Timber Company, Charleston.
Pardee & Curun Lumber Company, Clarksburg.
Bituestone Land & Lumber Co., G-tridner.
C. L. Ritter Lumber Company, Huntington.
Rockcastle Lumber Company, Huntington.
Clay Lumber Company, Aliddle Fork.
The Parkersburg Mill Company, Parkersburg.
a, b, c—The Meadow River Lumber Company, Rainelle.
b, c—Warn Lumber Corporation, Raywood,
American Column & Lumber Co., St. Albans.

WISCONSIN

a, c-Racine Lumber & Manufacturing Company, Racine.

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National Certificate of Inspection furnished — the measurement and inspection being made after the Stock has been kiln dried.

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Little Rock Lumber & Mfg. Co.

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Saline River Red Gum

Daily Capacity-75,000 Feet

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High Grade Plain and Qtd. White and Red Oak, Red Gum, Sap Gum, Cypress, Ash, Hickory, Holly, Elm, Maple, Qtd. Sycamore, Hackberry

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All Lumber Well Manufactured. Dependable Grading

We wish to move quick the following dry stock:

4 cars 4/4 No. 2 C. & B. Quarter-Sawed White Oak.

2 cars 4/4 No. 2 C. & B. Quarter-Sawed Red Oak.

10 cars 4/4 No. 2 C. Plain White Oak.

5 cars 4/4 No. 2 C. Plain Red Oak.

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General Offices, Fort Wayne, Ind., U. S. A.

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HARDWOOD SPECIALISTS

Lower Peninsula

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A Complete Assortment Cross Piled and End Piled Winter Sawn White

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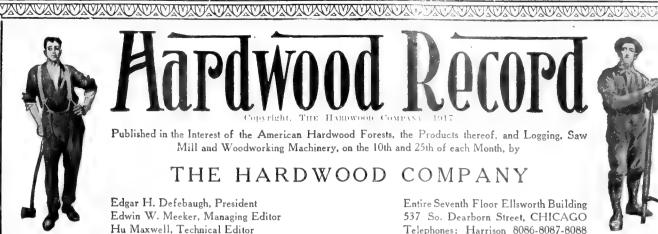
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Review and Outlook



General Market Conditions

P TO A COUPLE OF YEARS AGO an opinion which expressed a feeling of optimism in hardwood circles was, of necessity, based on a rather vague foundation. With absolute lack of unity prevailing in lumber circles, with no co-ordination of purpose or co-operation in effort an opinion tending to express a condition or to define a sentiment in lumber circles was based on a theoretical exposition of what the trade thought. Such an analysis in those days was the result of expressions of individuals and was not based on unalterable facts and figures.

Today the trade has passed through a period of transition; it has become specialized and has created for its use and for its betterment means whereby intelligent and comprehensive survey of the markets and possibilities for developing the markets for this or that hardwood, in fact for all of them separately, are available. So today a market analysis which says that strength exists in manufacturing circles means not that this or that individual has expressed that opinion but that continuous recording of facts and figures presents a definite condition as existing in the industry as a whole.

'So looking at the situation as it is thus presented in the records of the northern and of the southern associations, each specializing in its own wood, 1917 is beginning under most auspicious circumstances. By the time this issue of HARDWOOD RECORD goes to press the various specialized organizations in the hardwood field will have either held their conventions or have completed statistical preparations. In no case is there revealed a condition that suggests the remotest possibility of weakening in hardwood values due to over-accumulation of unsold stocks, or to lack of confidence in the immediate future. Quite the reverse, in fact, is true in every case.

The southern situation as revealed in the gatherings at Memphis last week was spread before the southern hardwood producers in a sketch that accomplished three things: It showed to the southern operators that stock conditions in dry unsold hardwoods at the mills could not be stronger; it revealed to those manufacturers in undeniable form that they have not been getting for their lumber up to now enough to enable them to pay even modest dividends; it led to a certain and unified determination to quote only on a basis that would insure returns commensurate with vastly increased operating costs and to stand behind those quotations in every instance.

The northern situation at the time of going to press is not so definitely revealed except insofar as it is indicated by advance information on market analyses. However, the definite statements are made in those summaries of conditions, that former recommendations must be bettered in order to cover advanced operating costs; that prices have not been in keeping with the rapid upward movement that has been manifest in every item of manufacturing expense.

That the bigger buyers have either already become fully convined that it is unreasonable and futile to expect anything but even stronger hardwood values, or that they are partially convinced and determined to find out definitely for themselves, is proven by the considerable number who have made southern buying trips during this month. Some have come back with the admission that the situation can not be taken out of the producers' hands and that the prospect is for continued strength in hardwood prices.

There still exists, though, a very considerable number of buyers who have not allowed themselves to see things as they actually are, who still insist that they will be able to buy their lumber much cheaper very shortly. Most men who take this attitude are undoubtedly influenced by the fact that the hardwood handlers are of course still sending out their salesmen. Each buver is visited just so often by the representative of the companies who usually solicit his trade. Therefore he concludes that there is all kinds of lumber for sale. If he could only talk face to face with the men who have the stock on hand, that is what stock is ready for shipment, if he could only see the letters which go out almost every day and hear the conversations which take place almost every day, in which definite statement is made that the seller is not really anxious to solicit new business but bids merely because he appreciates the business that the customer has given in the past, and is anxious to do everything he can to take care of him in the future, he would be compelled to see the situation in a different light.

This report is not intended to bull the market. It is merely a statement of conditions in the hardwood territories just as those conditions exist and as they can be ascertained by anybody who will take the trouble to find out. It is rather a warning to buyers that the hardwood situation is growing stronger day by day in almost every wood and in almost every grade that goes into ordinary use. It is written with the full knowledge that there are still sawmills which are not interested in the co-operative movements which have lent such a large measure of strength to the hardwood situation. But it is definitely a fact that the situation as a whole is controlled by those firms which are interested in those co-operative efforts, and that control is what is going to make the markets. The woodworker who has not the courage to buy now will need more highly developed courage to buy in the future.

The Fiat of the Forest Service

THE INVESTIGATION OF THE LUMBER INDUSTRY by the Forest Service has been finished, and a news item sent from Washington summarizes the conclusions reached, to the effect that the country's timber supply should belong largely to the government, for the reason that private holders are not strong enough to take care of it. Another conclusion is that lumbermen cannot be trusted to form combinations whereby to maintain a steady market by limiting production and regulating selling.

This is the fruit of a long investigation that has covered the country. It discovers that too much timber is in private hands and the government ought to get it back; that lumbering must be supervised by the government, because companies and individuals cannot be trusted to do it rightly. These may not be the precise words, but the meaning is expressed in unmistakable terms, as the fiat of the Forest Service.

The plan lacks wisdom and is visionary. Government ownership of the country's timber might be all right. Opinions differ as to that; but, suppose the policy of the government's buying the private timber be agreed to, how will it solve any lumber problems until the government has actually bought the timber? There is wherein the scheme is seen to be visionary. It suggests a remedy which in practice cannot be applied, and therefore is a mere dream. An enormous fund would be needed to buy the privately-owned timber of the United States, and how is the money to be raised, and how long will it take? The answer may be that Congress will appropriate it; but would Congress do it?

It has taken Congress about fifteen years to appropriate enough money to buy 706,974½ acres of Appalachian cut-over flats and huckleberry ridges. It is cheap, waste land with little timber, and yet it took fifteen years of agitation to get Congress to put up money to buy it—and the money came so reluctantly that a groan accompanied every dollar.

What will happen if an attempt is made to buy hundreds of millions of acres of real timberland at from four to forty times as much an acre as the Appalachian bald knobs? At the pace set in the Appalachian purchases, from four thousand to sixteen thousand years will be required to get the money out of Congress, and long before that time the plains of the South and the mountains of the West will be as barren as Mesopotamia, and the lumber industry will be beyond all need of help.

There may be times for seeing visions and dreaming dreams; but it is not the time during a serious discussion of the lumber usiness, where some practical and sensible suggestion is wanted. It about how many years of investigation were required to tormulate that pipe-dream of government ownership as the rock of salvation for the lumber business? A populist agitator, after an hour of cogitation in his barn loft, could have hit that kind of a bull's eye.

That was a vicious slam at lumbermen which solemnly pronounced the Forest Service's disapproval of efforts to form associations and combinations whereby to get fair prices for lumber by checking overproduction and regulating distribution. The Forest Service says it "regards such development as involving dangers to the public interest." Is the spirit of persecution never to be appeased? That attitude on the part of the government, but not heretofore of the Forest Service, has done more than anything else to paralyze the lumber industry. Lumbermen have been so intimidated by threats of punishment that they are afraid to discuss prices, production, distribution and similar market matters.

Lumbermen of the United States have the ability to make their business profitable, and at the same time give the public a perfectly square deal, if permitted to do so. They had hoped that some action might be taken to enable them to do it; but when they asked for bread, they have been offered the stone of government ownership, with the additional statement regarding their wish to organize their producing and selling forces, that the government "regards such devlopment as involving dangers to the public interest."

And it has come to this.

Specialization in Hardwoods Advantage to the Consumer

THE GENERAL ORGANIZATIONS IN THE LUMBER field must necessarily act exclusively in the interests of lumbermen. These associations are intended entirely to handle those general problems of wide interest which affect as a whole those branches of the industry which they respectively represent. But in the past two or three years a great change has cover over the whole trade, particularly the hardwood end. In the hardwood business there are a variety of interests even though the hardwood industry as a whole has a common foundation of purpose. The manufacturers in the North have their individual problems as differentiated from the problems of the southern producers. Within the northern territory is a further subdivision of interests as between the manufacturers of the different woods. In the South a similar subdivision covers the various woods most common in that part of the hardwood belt. There has dawned a realization that while the general associations are absolutely essential to the welfare of the industry, specialized organizations designed pre-eminently to handle merchandizing problems are the only means whereby the lumbermen can effect proper relationship with their respective

As a producer of any commodity is thrown in contact with the consumer only in the merchandizing end of his business, so it is only through the specialized association that a definite contact is established between the hardwood lumbermen and the hardwood users. The whole trend of work in the specialized organizations, that are just now fully finding themselves, is advancement in merchandizing methods, and full cognizance is taken of the necessity for more fully understanding the needs of consumers to the end that the most modern and most scientific and effective merchandizing may be generally adopted. It is obvious to the lumbermen as well as to everybody else concerned that this complete understanding may be accomplished only if the consumers will show their willingness to help the lumbermen in their efforts to give better service and the most fitting commodities to all customers.

The woodworkers have a real opportunity and a real obligation in the development of these specialized hardwood organizations. Even in the short time they have existed it has been demonstrated in an unmistakable manner that the more highly developed they become the greater will be their discernible and profitable benefit to the buyers of hardwood lumber. These specialized associations are a means whereby the woodworkers can bring their lumber problems to such bodies as will be of real help in solving them. The new lumber associations, because they are merchandizing organizations, offer a medium which has been more needed than any other one thing in the utilization of hardwood lumber—a common meeting ground for the sellers and the consumers. Both sides should see that the full possibilities of these organizations from a modern merchandizing standpoint are made the most of.

A Top Heavy List of Questions

A PROPOSED LIST OF QUESTIONS HAS BEEN PREPARED for the use of the commission which will visit Europe under the auspices of the Bureau of Foreign and Domestic Commerce and the National Lumber Manufacturers' Association. These questions are to be propounded to the European lumbermen in the form of interviews, and they cover the operations of mills and factories and touch upon matters of general industrial importance. The schedule of questions provides also for numerous photographs of mills, rivers, dumps, forests, factories, and machinery.

The plan is elaborate. The danger is that it may be two elaborate and include too many and too diverse things, and will fall short of complete success for that reason. Many of the questions appear to be only remotely related to the subject of finding markets for American lumber in Europe and getting it to those markets. Some of the questions appear to be put forward more as an economic on social study than as an effort to ascertain the best means of marketing our lumber across the sea. Some relate to taxes, insurance, close-downs, labor unions, laws affecting busi-

ness, wages, royalties, crown fees, number of men in departments of factories, per capital output, by-products, costs, machines, piling yards, log drives, stands of timber per acre, and many more. The call for photographs is very complete and the subjects are varied.

The commission is going to Europe to find markets for American lumber. It will investigate the European lumber supply in order to ascertain what competition must be met. It will, therefore, be necessary to find out how much and what kinds of lumber the European mills can furnish, and its cost f. o. b. Two or three questions of each operator will bring those facts out, without photographs of operations and without asking about crown fees and labor unions. Transportation rates must be known, in order to determine cost of lumber delivered in markets where American lumber will likewise be for sale. Freight rates can be figured from published railroad schedules, and it will not be necessary to ask a question on that subject of a man in Europe.

All of the questions in the list which relate to economic and social matters are answered in published census reports which all civilized countries issue from time to time, and it is not necessary to load up the commissioners with that superfluous labor. Lighten their loads and they can move faster, and by direct advances reach the crux of the matter under investigation.

The preparation of a good list of questions for somebody else to answer is a fine art which few have mastered. Great is the temptation to keep adding and adding, and few there be that can resist it. That accounts for the inflated schedules which are so often sent out to puzzle, plague, and provoke. The lesson of Quintillian, the Spanish grammarian, has not been sufficiently learned: "Put in only what cannot be left out."

An agent who worked on the Bureau of Corporations' timber investigation a few years ago once remarked:

"I pick out here and there the sensible questions and ask them first so that I will have the real information before the scrap comes. Then I begin on the fool questions and keep on until the man gets mad and puts a stop to it."

That is the point. Most business men will cheerfully answer a few pointed and important questions; but they will not go much beyond that. The experienced and successful collector of information is the man who asks few questions, but sees to it that these few are to the point. It is probably more difficult to get voluminous lists of questions answered in Europe than in this country. There a strange language is spoken; the investigator is looked upon with suspicion; and business matters are considered as business secret. For that reason it is to be hoped that the lists of questions which have been given to the press will be thoroughly revised before the commissioners take them abroad. Every question in the nature of a "wild goose chase" should be left out—it leads too far afield.

Where the Automobile Hurts

POSSIBLY THE AUTOMOBILE HAS NOT SHOULDERED its full responsibility for dullness in the lumber market. Some people imagine that the auto has increased the demand for lumber; and the thousands of garages which have come into existence where none were seen a few years ago, furnish proof that the demand for lumber has been increased along that particular line. It is no less true that many millions of feet of hickory, ash, poplar, and other fine woods are demanded yearly for the bodies, wheels, and frames of automobiles. These demands are new. They place lumber where none was used a few years ago. But there is another and quite a serious side to the question.

A considerable part of the money that is spent in the purchase of automobiles might more profitably be spent in buying lumber for building new barns and repairing old; in new farm buildings, including residences; in new roofs and porches where the old have been hurt by decay; in new posts and planks for fences about farms and pickets for garden and yard fences.

Many purchasers of automobiles are financially able to own the cars without neglecting the improvement of their farms and other property; but many others are not able to do so. Automobiles are becoming nearly as common in the country as in the town. It is a luxury that appeals powerfully to country people, and it is natural that it should. It quickens communication between rural neighborhoods and brings people together easily and frequently. It is abolishing the isolation and loneliness which formerly placed a discount on country life. There is no question that the automobile is filling an important place in the affairs of the rural population. Yet it is doing harm as well as good. The machine is too often bought by people who cannot afford it and who do not need it, and to such people the possession of a motor vehicle is an injury, a sort of dissipation which soon begins to show results in the appearance of neglect about the premises. Perhaps the barn needs a new roof or the residence a coat of paint; but the ready cash has gone into an automobile, and the needed improvements must wait.

Some time ago a silo salesman traveling in Minnesota said that farmers are buying cars and putting off the building of silos. That is a wrong condition. The farmer who can afford both a car and a silo should have both, if he wants them; but if he can afford one only, he should choose the silo because that is part of his business. A West Virginia village of 150 houses, for example, is about to witness the foreclosure of eighteen mortgages on residences, and the mortgages were given to raise money to buy automobiles. That is even worse business than the Minnesota farmers' choice of cars instead of silos. The harm is done by people who do not need autos and cannot afford them. The condition is widespread, and may be considered general throughout the country. It is less serious in wealthy communities where the people are able to buy what they want.

Lumbermen are directly interested in this matter, because they are losing sales wherever farmers and villagers are spending money on autos which ought to be spent in erecting new buildings or in improving the old. Manufacturers of paints are probably losing in the same way as lumbermen are, because the cash laid aside to paint the buildings is diverted and spent for an auto which is not badly needed, or not needed at all. Photographers in towns and villages say that the auto has ruined their business.

There is no way of figuring exactly how many sales the lumbermen miss because people who need the lumber buy automobiles instead; but the aggregate is enormous and doubtless it accounts for some of the poor business that has plagued lumbermen of late years. The farmer of moderate means will sooner or later learn that a new silo is more profitable than an automobile.

The Dimension Association

A N ASSOCIATION OF HARDWOOD DIMENSION manufacturers was consummated at Memphis last week under very promising circumstances. This organization starts with a membership of approximately thirty-five large producers of dimension stock, in good standing. The men behind it are earnest in their desire to put dimension stock on a more modern basis both as to manufacturing methods and as to merchandising possibilities. They desire, and there is no reason why their hopes should not be realized, to create a standard in quality of manufacture and handling and to promulgate educational features which will make possible a more general appreciation among the woodworkers of what properly manufactured and properly cared for dimension stock will mean to them. No manufacturer of dimension, unless he considers himself a good many years in advance of the rest of the industry, can afford to consider that he can get along without participation. On the other hand, he should be willing to accept a partial share of the responsibility of effecting whatever advancement is possible in the industry. It appears that the long agitated dimension association as it was finally launched starts on the right premises and with the promise of accomplishing real good both to the producer and the consumer. It deserves your support if you are making hardwood dimension stock.

If these busy days won't yield time enough for you to attend your conventions, that is just another reason why you should read the published reports. Even in type the sentiments give a strong inspiration towards better and more profitable merchandising.

The Strength of Wood

Hr Maswii.

Editor's Note

so far as this article discusses the strength of wood at approaches the practical rather than the feebineal side, and holds that in the movern factory strength often determines the use to which a wood small be put and the weight in proportion to stierigth very properly receives consideration for a those who aim at the highest economy, and efficiency in the use of word,

The wildest savage that ever let fly an arrow, or cracked the skull of an enemy with a war club, knew something about the strength of wood and selected his material with that idea in view. What he knew had been learned by experience, and he knew it well. He made his boat and picked out his tent poles with a judgment as unerring as that which actuates the petroleum operator in selecting the hickory sucker rods for an oil well. It has been a long time since the stonehatchet man shaped a hornbeam handle

to use in mauling the life out of the leather tailed thamphorhyn chus haunting the pleistocene swamps; but during all of that long term of years, the wood users among men have gone on, trying out different woods, and determining which is best for this purpose and for that.

If every man were left to his own experience and experiments to determine the strength of the woods which directly interest him, there would be a few wellposted wood users and many with meager information. The deacon made his famous "onehorse shay" on information of that sort, and it happened to be a success; but, ordinarily the clumsiest results would grow out of attempts to follow the deacon's example.

There are scientific methods of determining the strength of wood. They are more speedy and less costly than the slow process of ex perience where every mistake causes a loss, and every failure is the measure of ground which must be slowly gone over again.

AN EARLY LESSON

One of the first things shown by an application of scientific

are apparently the same.

WOODEN CAR PROVES ITS STRENGTH Wreck of Chicago-New York Eighteen Hour Train Near Fort Wayne, Indi-

ana, August 31, 1911. Steel Car Pensader Lying On Its Side, Crushed; Wooden Diner Upright and Unbroken

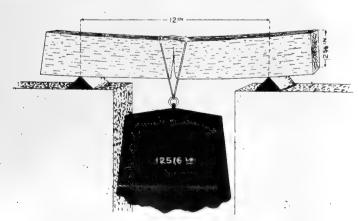
methods in determining the strength of wood is the fact that different woods vary greatly, and that differences little less remarkable may be found between samples of woods of the same species. Such differences may run as high as one hundred per cent even when pieces from the same tree are compared. That is true when the ordinary conditions, such as dryness and freedom from defects,

The fact that such differences in strength exist, and are common

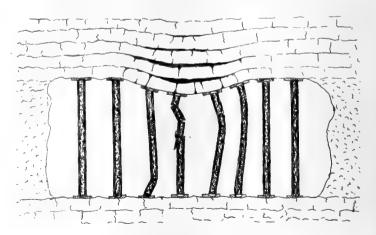
throughout nearly the whole list of woods, has stimulated search for the real factors on which the strength of woods is based. The amount of moisture is found to have much to do with the matter. A very green and watersoaked stick may be only one half, or possibly little more than one-fourth, as strong as the same stick thoroughly seasoned. The condition of wood in respect of moisture has so great an influence on the strength of the piece that figures purporting to show what load a beam will carry, mean very little unless the degree of dryness of the wood is known. The dryer the wood, below a certain point, the greater its strength. This rule holds, at least, until the moisture within is reduced to a very small per-

centage. The expulsion of all moisture from wood is so difficult that its accomplishment is theoretical rather than practical. To take it all out would require so much heat that the wood's fiber might be damaged, thereby lessening rather than increasing the strength of the stick or beam.

Strength may be lessened by the presence of defects, be they knots, windshakes, frost cracks, checks, crossgrain, or decay. If



ILLUSTRATING "MODULUS OF RUPTURE" OF WHITE OAK Breaking a Stick Two and Five eighths Inches Square and One Foot Between Sapports, and Measuring the Weight Required to Do-It -- That is the Modulus of Rupture



END COMPRESSION BREAKS MINE PROPS Force Applied in a Similar Way Puts to Severe Test Car Sills and Ship Timbers Which Receive Strains, Thrusts, and Bumps of the Heaviest Sort

These figures have

a particular and

exact meaning to

engineers, but to

the layman they

mean little unless explained, and the

explanation is pret-

tv technical. But a simple translation

of the technical lan-

guage may be made

into plain English and anybody can

As a means of

illustration, take a

piece of wood more

than a foot long and

25% inches square.

understand it.

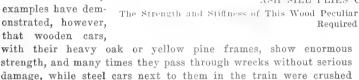
any of these are present in a stick, its strength is hable to be below normal, and in testing timbers, such defects are supposed to be largely absent.

CROSS BREAKING

Wood resists forces applied in different ways and from different directions. So great a load may be placed on top of a post that the piece crushes or careens and snaps. This is common in mines where pit props are crushed by the weight of the mine roof. Experienced miners can determine when props are about to be crushed by the load upon them. A small piece of thick plank called a "cap" rests on top of the prop, and the weight of the mine roof is on the cap. When the load is growing too heavy, the mine boss notices that the top of the prop is being forced into and through the wooden cap. When that happens it is accepted as a danger signal that the overloaded timbers are about to collapse.

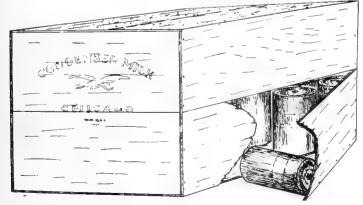
The mine prop is not the only piece of timber that must be

strong when the end of the piece receives the shock or the load. Posts of buildings must sustain similar stress, but still more striking instances are met with in wooden railway cars where the beams and sills receive tremendous bumps and thrusts. If they cannot sustain the pressure and shock, the car crushes. Many onstrated, however, that wooden cars,



beyond repair. Often the severest strain on ship timbers is end pressure on the beams, and when violent shocks and stress are to be met, the wooden ship still holds a high place, in competition with steel vessels. Explorers whose ships must ram their way through polar ice, go in wooden vessels because trials of the most desperate sort have shown wooden ships more dependable than steel when beset by floes and icebergs.

During the war of 1812 the tremendous superiority of American war vessels over those of the enemy was attributed, by some European writers, to the use of locust posts and braces in American ships. So strong was this timber that pieces of small sizes sufficed,



A SLAM MAY BURST A BOX

It Is Important That Manufacturers of Boxes and Crates Should Select Woods Strong Enough to Carry the Load to Its Destination

room for the guns and gunners, thereby increasing the rapidity and accuracy of the fire which speedily turned the scale of victory.

The strength of timber is not usually measured by weight or shocks upon the end, as in the mine props, ships and cars above, but by the load which a beam will sustain when horizontal with the ends on supports. The process of measuring stress of that kind is sometimes called "cross breaking." It is what the ordinary person has in mind when he discusses the strength of wood. but other tests may be made by twisting or cross-shearing.

When engineers speak of cross breaking they use the term "modulus of rupture," which means, in a general way, the measure of the load required to break a beam of stated size, and with end supports a specific distance apart. Sargent gives the modulus of rupture (cross-breaking strength) of white oak at 12,516 pounds per square inch, and longleaf pine at 16,100 pounds.

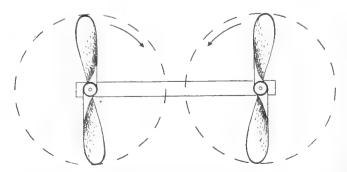
ASH SILL PLIES OF FRANKLIN CAR

examples have dem- The Strength and Stiffness of This Wood Peculiarly Fits It for the High Class Service Which It Is Required to Give

> Place this little beam on supports exactly one foot apart, and hang weights on the middle of the beam until it breaks. The weight that breaks it corresponds nearly enough to what engineers call modulus of rupture. A white oak stick of that size and placed in that manner, will break when a weight of 12,516 pounds is hung from its center-and that means that the modulus of rupture of white oak is 12,516 pounds. When stated in that way the figures have a meaning. When it is said that the modulus of rupture of longleaf pine is 16,100, it means that a weight that heavy would be just sufficient to break a longleaf pine stick of the dimensions given above.

TESTS OF TIMBER STRENGTH

Machines of various kinds have been used in determining the strength of wood, and have been in use many years. Large numbers of beams and sticks have been broken to find out how strong they were. As a part of the census of 1880, tests were made on 405 kinds of wood by Charles S. Sargent. The actual work was



A PAIR OF AEROPLANE PROPELLERS

This Is Perhaps the Severest Test of Wood That Man Has Ever Been Called Upon to Make in the Whole History of the Human Race

done by C. P. Sharples. He handled 12,961 samples in connection with the tests. The less important woods were dismissed with a few, perhaps only one or two tests each; but important woods were tried out more carefully, in some instances from twenty to forty sticks being put through the machine.

These tests proved what was already pretty well known, that wood varies greatly in strength. That holds true quite naturally between species of different kinds, as between white pine and ma hogany; but it holds also between sticks of the same species, and between different parts of the same tree. The thirty-eight pieces of white oak tested by Sargent showed a difference of 180 per cent between the weakest and strongest. The variations between samples of other woods are no less remarkable. The final figures published to show the strength of woods are only averages made up of the weakest, the strongest, and all between, of each kind of wood.

Tests have been made by many persons to determine how strong wood is. Sargent's tables include more American woods than those by any other authority. Some engineers have questioned their correctness, and in some instances companies or societies have made tests for their own use, of the few kinds of timber in which they are specially interested.

There is no such thing as figures showing absolutely the strength of any wood. Figures true in one case are not true in another. There is nothing better than averages to depend on. The builder of a steel bridge or house frame knows almost to a pound the load the steel will carry; but such precise knowledge can not be had when wood is used. And yet the remarkable fact stands out that there are fewer collapses in wooden structures than in those of other materials. That fact is known in Europe as well as in America. It is not because wood is stronger than the other building materials; some are much stronger than wood. It is because architects. knowing the wide variations in the strength of woods, always figure within the margin of safety. They make allowances in order to be sure the timbers will carry the loads allotted to them; and the result of long experience, and in many countries, has dem onstrated that the safest structures have been those made of wood. Baterden, the English timber engineer, writing on this subject, said:

"It is because of this great variation in tests that in the calculation of stresses for timber structures it has been usual to allow a much larger margin of safety than in the case of steel structures, and probably this is why we have had a singular immunity from failures in timber structures, the margin of safety allowed being much greater than was really necessary."

The need of uniform and reliable data on the strength and other physical properties of the commercial woods of this country is keenly felt by builders and other wood users. What is wanted is a set of figures that are as accurate as circumstances will allow, and which the ordinary user can understand if he will do a little thinking on the subject. Sargent's tables, already referred to, are a monument of industry and research, but most of Sargent's figures re intelligible to engineers only; and the correctness of the figres has been questioned in many instances. For several years the United States Forest Service has been compiling wholly new sets of figures showing the characters and qualities of wood. There is ample reason to believe that these figures will be complete and accurate; the only cause for impatience being the long delay in making them public. However, it is a gigantic task to collect and test samples of wood from all parts of the United States, and there must be some delay in order to attain completeness and accuracy. Such figures, when they come, will fill a long-felt want.

RATIO OF WEIGHT TO STRENGTH

The weight of any wood per cubic foot is as well known as is its modulus of rupture per square inch. If a ratio exists it should not be difficult to show it. White oak weighs 46.35 pounds, and its breaking strength is 12,516 pounds. It thus appears that for every pound weight per cubic foot, this wood has a breaking strength of 270 pounds. The ratio of weight to strength for all other commercial woods may be calculated in the same way, by dividing the modulus of rupture figures by weight figures. This has been done for a number of woods in the following table, and it is clearly

brought out that a wood's weight is not in all cases a reliable criterion of its strength. The values below were calculated from Sargent's tables:

	Strength	Strength
	n pounds	'n pounds
Species po	per one und weight Species I	per one
Species po	und weight Species I	nound weight
Cemmon cottonwood	443 Black walnut	309
Longleaf pine		
Sweet birch		295
Beech	374 White oak	270
Basswood	371 Sugar maple	270
Arborvita		250
California big tree		238
Yellow poplar	349 Mangrove	233
White ash	343 Black willow	
Sitka spruce	336 Red gum	208
Shellbark hickory	325 Lignum viatæ	155
Black spruce	314 Ironwood (Cyrilla race	$\min\{ ext{ora}\}$, 104 .
Mahogany		

Use Influenced by Strength

The relation of weight and strength is not always considered by users of wood. Strength is thought of in practice oftener than weight. That holds particularly true when large timbers are used; but in many situations where small pieces are employed, both weight and strength are given consideration. A few pounds saved in making a vehicle is economy if strength is not sacrificed. There is not much choice between maple, hickory and ash for wagon axles, so far as strength goes; but an axle of black willow or red gum would need to be fifty per cent heavier, and of course, much larger, to have the same strength as hickory. Nearly all woods used in vehicle construction are considered from the standpoint of both weight and strength. Even the boards of which farm wagon bodies are made are of very strong woods, compared with their weight. Cottonwood and yellow poplar rank high in that respect. Weight for weight they are stronger than oak.

Automobiles that use wooden frames demand material that is strong, tough, stiff, and of comparatively light weight. That is a difficult combination of qualities to be possessed by a single wood, yet a few have them. Ash meets the requirements well; but it is not the only wood possessing great strength in proportion to weight. Others that might compete more or less successfully with it are yellow birch, sugar maple, hickory, and black locust.

The builders of skiffs and other light boats want light, strong woods. Not a superfluous pound is tolerated. One of the best, when extreme lightness is wanted, is arborvitæ. Pound for pound, it is stronger than hickory. Canoe makers have always liked it. Before the discovery of America the Indians were using this wood for frames of their bark canoes, because it made the lightest frames possible, yet strong enough to stand punishment in rapids and whirl-pools of rivers and in rough land portages where the canoes were carried. What the red men knew they had learned by experience.

Though the makers of light boats and light vehicles scrutinize their woods to make sure that not an unnecessary pound gets in, yet the manufacturer of aeroplanes is much more exacting. This machine is a late invention, but the builders have ransacked the whole world for woods of lightest weight, with greatest strength, for if the boatmaker rejects superfluous pounds, the airship manufacturer reduces weight to the last ounce. He must, however, take into account stiffness as well as strength, and that shortens the list of woods from which to choose.

Frames of aeroplanes are made largely of Sitka spruce of the Pacific Coast and of red spruce of West Virginia. No wood has been found superior to these for frames; but the propellers are of mahogany, walnut, and spruce, generally of built-up stock, glued together. Formerly propellers were solid spruce, but since the beginning of the European war, walnut and mahogany have become the principal propeller woods. They are very strong for their weight, and they possess the additional advantage that if struck by bullets the wood will not split and splinter. The bullets simply cut small holes in passing through and the propeller is not wrecked by splitting, as might result if spruce were used. The air pressure on a propeller blade revolving 600 times a minute and moving forward 80 miles an hour may exceed 100 pound per square foot.

WOOD FOR PACKING BOXES AND CRATES

Makers of packing boxes and crates in the United States con-

sume four and a half billion teet of lumber a year to supply the requirements of their customers. This exceeds one-tenth of the country's lumber output, and the box and crate maker finds a place for every kind of lumber that comes from sawmills. Notwithstanding this, these makers are not indiscriminate users of lumber. They study the strength of woods, and likewise their weight, with an eye singly to the needs of their customers, and give each the particular wood he needs. Boxes and crates must be strong enough to carry safely what goes in them, and beyond that, there must be no unnecessary weight, for freight charges are levied on tonnage when shipments are made. A forty-thousand pound shipment of raisins should not go in beech boxes weighing ten thousand pounds, but in white pine boxes of less than half that weight. But when hardware or other very heavy merchandise is shipped in crates and boxes, there must be sufficient strength in

the wood to carry the load, and the strongest woods are used, almost regardless of weight, for in such a case strength is the chief consideration, weight secondary.

Wood's strength must be duly taken account of in the cooperage trades, particularly for containers that carry liquids; because the yielding of a stave by but the fraction of an inch may result in the loss of a barrel's entire contents. Furniture makers put the strongest wood where the strain is greatest. That accounts for the birch rail in "mahogany" beds, and birch parts in chairs and davenports which otherwise are of mahogany or walnut. The tendency in all the wood-using industries seems to lie in the direction of more painstaking selection of material in order that waste may be reduced and efficiency increased, and due consideration of wood's strength at proper times and in proper places is often directly connected with profit and loss.



Annual of Traffic Association



The Southern Hardwood Traffic Association at its annual meeting held at Memphis on Thursday, January 18, left to the board of directors the question of investigating and reporting upon the feasibility of establishing a department for the booking of export shipments of lumber. There was considerable discussion in regard thereto. Some members opposed this plan on the ground that the National Lumber Exporters' Association had undertaken to book export shipments of lumber for its members and had met with quite limited success. Some of the leading exporters in Memphis, however, very strongly favored the establishment of such a department.

The question of issuing a tariff book by the association itself also came in for much discussion and was left to the discretion of the board of governors.

There was an executive session immediately following the open meeting during which W. S. Darnell was elected director to succeed the late D. D. Nellis, Elliott Lang of R. J. Darnell, Inc., was elected treasurer to succeed W. S. Darnell, and J. H. Townshend was re-elected secretary-manager of the association for another year.

It was also decided at this executive session that there should be an advisory board consisting of the president, the first and second vice-presidents, and five members of the board of managers. These gentlemen will consider all matters scheduled to come up before the monthly meetings of the board and will make recommendations thereon. These recommendations will be mailed to the other members of the board who do not reside in Memphis and they will east their vote thereon.

The annual began with an elaborate luncheon which was served at the Hotel Chisca. The president, John W. McClure, presided until he turned over the gavel to his successor, James E. Starke, president-elect.

Then President McClure submitted his annual report, an abstract of which follows:

President's Report

During the two years of my administration I have become more and more impressed with the necessity for the organization and the importance of our work. We have become an established institution of recognized power and prestige. The association has become indispensable to the hardwood trade in this territory. We have returned to our members large profits in savings and services on the comparatively small cost of maintaining our organization. We have enjoyed a remarkable growth both in membership and in annual income. During the past two years our membership has more than doubled and our annual revenue has grown from \$10,000 to \$21,000 in round numbers. I believe we have gained the confidence and respect of the railroads in this section and that there will be a possibility of closer co-operation between shippers and carriers in the future.

We are especially pleased to report a large increase in our membership west of the river, which gives us a more evenly balanced membership among the east-side and west-side shippers. This is a matter of great importance to the future of our association. The interests of the east-side and west-

side shippers are identical and the heartiest spirit of co-operation between them is absolutely necessary to the establishment and maintenance of equitable rates from our southern hardwood territory. Our organization has also been much strengthened by the addition of our Louisville members and the establishment of a branch office in that city.

We have handled a number of cases before the Interstate Commerce Commission, with reasonable success. Probably the most important cases were I. & S. 745 and 775 involving rates to northern and western points upon which the commission has not yet handed down a decision. Even if the decision is unfavorable, however, the suspension of these advances for more than a year has been of inestimable benefit to our members.

The nation-wide car shortage hearing recently conducted by the commission was instigated as a direct result of the efforts of this association. On October 20 we called a meeting at Memphis in which other organizations participated and that meeting resulted in recommendations and resolutions duly presented to the commission and strongly supported by large lumber organizations throughout the country. As a result the commission started an investigation which caused some rather startling disclosures of railway methods, and brought quick relief in the situation throughout the South, not only in lumber but all other commodities.

In the reclassification case, I. C. C. 8131, a remarkable example of the spirit of co-operation in our organization was demonstrated. For months our board of directors studied the important questions involved and daily meetings were held for two weeks during which our directors gave about half their time to this work, some of our meetings extending over into evening sessions. Many divergent views were harmonized and our recommendations filed in brief form with the commission. We secured the strong support, both morally and financially, of the National Hardwood Lumber Association, and the active co-operation of other important organizations. We also co-operated with the large lumber organizations of the country through the National Lumber Manufacturers' Association and we succeeded in convincing them of the justice of our views. As a result, our views were impressed upon the commission, probably more than those of any other organization as evidenced by the report of Examiner Esch, presented by him to the commission. When the commission acts as a result of this investigation, we feel convinced that there will be far-reaching benefits to the entire lumber trade and particularly to the members of our association,

Secretary's Report

Secretary Townshend said in part in his report:

The most important cases which we have handled during the past year were I. & S. Dockets 745 and 775, wherein the carriers attempted to justify advances of through rates on lumber from Helena and eastern Arkansas and all points east of the Mississippi river and south of the Ohio river to Central Freight Association, Illinois-Wisconsin, western trunk line territories, and Buffalo-Pittsburgh group.

The proposed advances were almost uniformly 1 cent per 100 pounds on all kinds of lumber excepting cottonwood and gum, which constitute sixty per cent of the hardwood traffic, and as to which the proposed advances run from $2\frac{1}{2}$ cents to 4 cents per 100 pounds. These advanced rates were first suspended December 1, 1915, through the efforts of this association which was the only hardwood organization which protested against them.

In connection with these advances, I wish to state that we also filed complaint before the commission asking that the rate from Memphis be published as through rates to the territory mentioned and not made with reference to Ohio river combination. This was known as the James E. Stark & Co. et al complaint. We also had two other complaints known as the Lamb-Fish Lumber Company et al and The Kraetzer-Cured Lumber Company et al complaints. These complaints requested that the rates

from Mississippi perios 'ee node with close relation to the rate from Memphis and that two hardwood groups be established south of Memphis, with line of demarcation between the two groups fixed as the Southern Railway in Mississippi, running from Greeneville to Winona.

The hearing of these cases opened in March and twenty-five days and nights were consumed in the taking of testimony. This was unquestionably one of the biggest cases ever before the Interstate Commerce Commission, and needless to say, the able attorneys of the carriers fought every step of the way. We went to the trouble to have our various members furnish statements of their shipments for a representative period. From these statements we made up an exhibit showing how the shipments actually moved, volume of the returns, per ton mile and car mile earnings and average length of the haul; the proportions of the different kinds of lumber and the percentage of that moved by one line. All of this evidence was prepared with great labor and could have been much more easily furnished by the carriers, but they did not see fit to offer it. We had a cost accountant present at the hearing and J. V. Norman, our attorney. insisted that the carriers show the cost of doing this business, the property devoted to it and returns thereon. Here again the carriers side stepped the issue. They criticized and scoffed at our exhibits and even after the case had been briefed, they claimed that the statements showing the shipments of our members were false. I recall one instance where they advised the commission that a certain shipper never made a shipment from his shipping point to St. Paul. Upon taking the matter up with the shipper, he advised that it was true that the shipment did not move to St. Paul but to North St. Paul. Members of the association may be able to grasp the magnitude of this case when I tell you that the pages of the record taken in this case were equivalent to about five per cent of the total pages taken in all the cases before the Interstate Commerce Commission for the year, and that over one thousand hearings were conducted before that body.

This case has not been decided by the commission, but a decision is expected within the very near future. Unquestionably the commission will hold that the maximum rate on gum ought to be the same as maximum rates on oak, but we do not feel that the commission will approve of the action of the carriers in bringing the rates on all kinds of lumber to a common level by radical advances in all of the rates.

The decision in this case will have a far-reaching effect in the entire rate structure both east and west of the Mississippi river.

MEMBERSHIP

During the past year we have lost four members with total annual dues of \$580. Thirty-one new members have joined the association during that time at total revenue of \$8,190; net gain in membership of twenty-seven and net gain in revenue of \$7,610.

Our total income from members in round figures is \$20,085. This can be roughly divided as follows: \$6,655 from Memphis members; \$3,350 from Mississippi members; \$1,120 from eastern Arkansas members; \$1,100 from Helena members; \$3,290 from southern Arkansas members; \$4,000 from Louisville, Ky., members, and \$680 from other members.

I quote these figures to show that no one state, section or city contributed sufficient funds to maintain an independent organization.

After reporting on the collection of claims amounting to \$32,-583.23 and going into the benefits to be seen from the Louisville branch, Mr. Townshend gave the following conclusion:

In concluding my remarks I wish to refer you to a conversation which I had with a high railroad official a short time ago. He asked how it was possible that we reconciled the different views of our members. I informed him that it was due to the fact that our members have confidence in the association and that our governing board is composed of broad minded men who would not recommend anything that would militate against another member, unless it was just and equitable.

I wish to thank our governing board for the support it has given me, and I particularly wish to thank your retiring president, Mf. McClure, for the advice and counsel which he has at all times been willing to give. Few of you can appreciate the tremendous duties which fall upon the president of this organization.

I also wish to call your attention to the efficient and loyal assistants that we have in our employ. Not one has hesitated to work from fifteen to twenty hours a day, and this was often necessary during the hearings in the big cases which I have referred to. I feel that they have not worked for us but with us.

After reviewing briefly the principal contests before the Interstate Commerce Commission during the past year Mr. Townshend referred to some of those pending as follows:

1.—Memphis Band Mill Company et al. vs. the Rock Island & Missouri Pacific, in which the association secured a reduction of 1 cent per hundred in rate on logs and bolts from Arkansas points to Memphis in the face of efforts of the carriers to advance these rates one cent.

2.—The securing of a reduction in rates on lumber shipments from the territory to Carolina points amounting to 2 to 7 cents per hundred pounds and the opening thereby of new outlets for gum lumber.

3.—The securing of a reduction in rate to Pacific coast points amounting to 20 cents per hundred on a minimum of 60,000 pounds and recoveries of tremendous amounts by way of reparation for members who shipped into that territory.

4.--Suspension of proposed advances by the Rock Island System from

points on its lines to Pensacola, with prospects that this road will be defeated in the final show down.

5.—Adjusting of rates from points on the Illinois Central and Yazoo & Mississippi Valley lines to Mobile and Pensacola, with every prospect that equitable tariffs will be shortly published.

6.—Recognition of the fact that west side shippers are paying excessive rates to gulf ports, as rendered evident by a recent decision of the Interstate Commerce Commission and announcement of intention to file a complaint in the near future if the carriers do not voluntarily reduce present rates.

7.—Elimination of "dummy" bills of lading in trading tonnage at transit points and substituting therefor a certificate stating that the manufacturer is entitled to the tonnage, thus preventing loss of refund and effecting a big saving for members.

8. Appearance of Secretary Townshend himself before the Newlands Resolution Committee asking that the Southern Hardwood Traffic Association be given a hearing in the proposed investigation of all problems relating to transportation. Mr. Townshend set forth in his report that the life of the committee has been extended to Dec. 3, 1917, and that during the coming year the association will make "certain recommendations and suggestions to that committee, which, if adopted, will undoubtedly improve transportation conditions as affecting our members."

George C. Ebemann submitted the report of the membership committee showing that thirty-one new members had been received during the year and that four had been lost, making a net gain of twenty-seven compared with a net increase during the preceding year of only eleven. Mr. Ehemann also read, on behalf of William Pritchard, chairman of the election committee, the list of officers for the ensuing year already published in the Hardwood Record

W. S. Darnell, treasurer, showed in his report the receipts and disbursements during the year and showed a balance on hand.

Mr. Stark announced standing committees for the year.

Status of the Country's Timber

The Forest Service has sent out an advance news item indicating the chief findings in the investigation of the lumber business and timber ownership which has been carried on during two or three years by the Forest Service and the Federal Trade Commission. The burden of the study was borne by the Forest Service. It undertook to find out what is the matter with the lumber business and what the remedy is. Its conclusions follow, but are in condensed form.

Too many timber owners are overloaded. They bought when timber was cheap and they have too much, and are not financially able to hold it. This leads them to cut too much, waste too much, and to demoralize markets by making lumber when or where it is not needed. That in a nutshell, is what is the matter with the producing end.

The suggested remedy is radical. It calls for putting much of the standing timber of the country into stronger hands; and these "stronger hands" are those of the government, or of state or municipal governments. Government ownership of timber that now is privately owned is the suggested cure for overproduction and unwise cutting. The extent of the transfer of timberlands from the individual and the company is not stated, but the inference from the context is that this shall apply only to large holdings, principally in the West.

The Forest Service found nothing much out of the way in the distribution of lumber; restraints of trade are local only.

The following paragraph from the newsletter sent out by the Forest Service is quoted literally:

The American public has no responsibility to protect the security of timber investments or the outcome of speculative ventures. The welfare of many sections, however, depends in no small degree upon lumbering as a large tax payer, a gigantic employer of labor and capital, and the chief consumer of agricultural and other industries. The people of the whole country, furthermore, have a live interest in the economical use of present timber supplies and in continued forest production after logging.

The problem of controlling the output of lumber through cooperative agreements and combinations is thus dismissed: "The Forest Service disagrees radically with the idea now mooted in many quarters that forest conservation should be sought through permitting industrial combinations for the regulation of lumber production and control of lumber prices."



H. B. WEISS, MEMPHIS, TENN..
PRESIDENT



B. F. DULWEBER, CINCINNATI, O., FIRST VICE-PRESIDENT



L. P. DU BOSE, CHARLESTON, MISS., SECOND VICE PRESIDENT



Gum Shows Great Progress



The point of greatest significance in the record-breaking increase in membership in the Gum Lumber Manufacturers' Association (125 per cent increase in one year), lies in the indication of results that must have been accomplished to make the organization so attractive to manufacturers. The accuracy of that deduction needs no further proof than the general feeling of unqualified satisfaction which one encountered wherever lumbermen gathered together at Memphis during the latter days of last week.

George Watson, secretary of the Southern Cypress Manufacturers' Association, the man who doesn't seem to need any introduction to anybody (he knows them all), cites as one of his axioms that egotism (or possibly egoism would be better) and optimism go hand in hand. There is certainly no better example of the result-getting powers of justified and progressive egotism (or egoism) than is seen in the gum association. A good deal is heard these days about cooperation. With the gum people there seems to exist a spirit of even more than co-operation. Co-operation rather suggests a getting together of various lines of interest in a common cause, while the gum people seem to have arrived at the common cause even before they came together. There is no perceptible joining of various small parts, but rather just one big idea that seems to keep all of them moving without a single dissenting vibration.

And so when the members got together last Saturday morning (January 20) at the Hotel Chisca, Memphis, they came as successful pioneers who had found their way and were sure of themselves. They came knowing what had been accomplished and were ready and eager to make provisions for anything further that might add to the prestige and effective work of their organization.

President H. B. Weiss of Memphis called the meeting to order almost on time. He outlined a record of remarkable progress and told of the surpassing amount of work that was necessary to make possible what has been done. Speaking of work in the future, he expressed himself as believing that the association's financial resources should be sufficient to make possible an effective space campaign in the future in conjunction with adequate follow-up work. He particularly complimented the intelligent work of the advertising committee and expressed himself as believing the association owes a great deal to that committee.

Mr. Weiss complimented the membership committee on its increase of 125 per cent during 1916, and thanked the members individually

for their work in membership building, which helped to make possible this record-breaking increase.

Secretary Pritchard read his annual report, which follows in part:

Report of Secretary

The Gum Lumber Manufacturers' Association was organized three years ago. The record made by this association is one of which we may justly feel proud, especially when we consider the obstacles to be met and overcome. Our work had scarcely began when the European war practically put a stop to the exportation of about 80,000,000 feet annually. Overproduction already existed, and consequently for more than one year the gum business was about as desirable as an over-drawn bank account, but in the face of these discouraging conditions the loyal members, having faith in the successful outcome of their efforts, stood by the association and faithfully kept up the work of promoting a wider and more stable market for gum. The wisdom of keeping up the fight became apparent about June, 1915, and from that date until the present time there has been a gradual increase in the demand for gum, and this good demand will undoubtedly continue to increase correspondingly with our activities.

The conditions of the gum industry at the present time, as compared to three years ago, show so much improvement that the worst skeptic will be compelled to admit that the gum association is a success. Our association is powerful, made so by loyal members. It has lifted the gum industry to a high and respected position, and our program today is devoted entirely to a discussion of our work.

Our stock and sales reports have been developed until now they represent one hundred per cent coöperation. They furnish our members accurate information as to the exact relation of supply and demand, as well as all other information necessary for keeping well posted on all developments of the market.

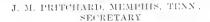
Incidental to our work we receive many inquiries for gum lumber and these are placed before the membership in circular letter form, so that each member may have an equal chance to develop the business. During the year 1916 we received 458 such inquiries, amounting approximately to 42,000,000 feet.

During the year 1916 the Commercial Rotary Gum Association became affiliated with the Gum Lumber Manufacturers' Association, and the arrangement has proven to be of mutual benefit. This arrangement will continue for the year 1917.

After referring to exhibits of finished gum at various public places, Secretary Pritchard said:

It seems proper that an outline be given the membership as to what appears to be needed in order to effectively carry forward the purpose of this association for 1917. Our experience has shown that a conservative advertising schedule, carefully followed up, will, in the long run, produce the most satisfactory and permanent results. It is necessary that we be in position to supply the demand for red gum which we create, and as the ultimate consumer of red gum must get it through the usual channels, our duty, as I see it, is to develop all the agencies through which it must pass







Γ E. GARY, MEMPHIS, TENN, TREASURER



F. K. CONN, YAZOO CITY, MISS., CHARMAN MEMBERSHIP COMMITTEE

in about the same proportion. If we increase our advertising schedule we should correspondingly increase the facilities of the secretary's office for following it up.

We have made a careful estimate of possible revenues for 1917 and the indications are that our present membership produced about 200, 000,000 feet during the year 1916.

The following budget is suggested for 1917:

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In summing up our work for 1916, we can safely say that we have increased the consumption of gum lumber in the United States considerably more than 100,000,000 feet.

I also wish to thank the trade press for the many courtesies they have shown our association.

Then followed the report of Treasurer F. E. Gary, which showed a satisfactory balance on hand.

F. K. Conn, chairman of the membership committee, after lauding the individual work of the members of the association, read a very interesting report which dealt with conditions as well as giving bare statistics on membership. Mr. Conn said that the past year has been remarkably good in all industries with the result that lumbermen's returns have for the first time in a number of years been sufficient to meet operating expenses, with, however, little left for improvement and expansion. In speaking of the gum association Mr. Conn emphasized the fact that the interests of all of the members are absolutely identical; that the texture of the gum in Louisiana is the same as that in Mississippi; that the defects found in Arkansas timber are the same as the defects found in trees growing in Alabama; that the operating conditions are invariably similar. Hence, with no conflicting interests there is a large opportunity for progress. Mr. Conn said:

While this is the report of the chairman of your membership committee, we cannot refrain from calling your attention as forcibly as is in our power to the great possibilities which lie at our door for making red gum, not only the finest of cabinet woods (for it is already that), but the wood which will produce the greatest revenue per thousand feet, board measure, of any of our American hardwoods. It is true that this much desired goal has not yet been reached, but we have the ball on the five-yard line, and with good team work, it will go over on the first down. Let us continue to coöperate: let us stick to gum and boost gum, for since the organization of our association, we have seen how we can increase and develop with our own capital and a reasonable amount of credit, where before we were wondering how we might get the other fellow's capital, and those of us who succeeded were usually crippling along with an unreasonable line of credit. Had not the Gum Lumber Manufacturers' Association materialized,

the banks and ereditors would have reaped the hatvest of our years of toil, and we would have had nothing for our hard fight.

Mr. Come expressed very real expectations of increased accomplishments during the coming year, due to the greater resources of energy and money coming through the tremendous increase in the membership. He then read a list of the old members, of which there are forty eight, and of the new members brought in during the past year, of which there are sixty-two. With this much already accomplished and the entire probability that the impetus already gained will result in speedily lining up the remaining eligibles, the Gum Lumber Manufacturers' Association will undoubtedly at the end of the present year present the rare spectacle of an association representing practically 100 per cent of its possible membership.

John W. McClure, in giving the report of the cutover land committee, referred in the main to the new Southern Alluvial Land Association of which he is president. He reviewed the steps that made possible the incorporation of this body in December, saying that it is really the outgrowth of the gum association, and that the new organization is starting under auspicious circumstances.

Mr. McClure said that there is big work ahead in connection with this association, particularly in that it is necessary to overcome unjustly inspired prejudices against the climate, topography and general conditions existing in the alluvial land belt. One of the tasks of the association, which Mr. McClure stated emphatically will not in any way be a selling organization, will be education along the lines of proper development, handling and opening up of these lands. He solicited the support of all operators in the alluvial land belt.

E. A. Lang, chairman of the advertising committee, made the following report:

Your committee on advertising, for the year just closed, submits the following report:

It arranged a space advertising in fourteen prominent publications, covering the period from July to and including January of this year, at an aggregate cost to the association of \$5,617.21, and for advertisement in "Sweet's Catalog," \$300. Composition, cuts, shipping, etc., \$569.13, bring the total to \$6.486.34.

Great care and considerable time was taken in the selection of the mediums employed and results obtained indicate that we were fortunate in the selections made.

Your committee feels that the association has passed the stage where it is necessary to spend all, or nearly all, of your advertising appropriation on space advertising. It does not advocate the discontinuance of this kind of advertising, but recommends that the expenditures in that direction for the coming year be at about the rate maintained during the last seven months, say about \$10,000.00 to \$12,000.00 for the twelve months ending January, 1918. The interest that has been created in the minds of the ultimate consumer must be sustained. The danger lies in not being able to get into the hands of the ultimate the things made desirable to them by this kind of advertising.

Many architects and trim mills are reluctant to specify or handle gum. We all know that it can be successfully used, but it has been no easy mat-

ter for your secretary's office to convict them of this fact. The interest in the wood, created by space advertising, must be followed by a campaign of education of the intermediate handlers of the wood. With that in mind we recommend that the secretary's office he allowed an appropriation of an amount not less than that appropriated for space advertising, this to cover the expense of a follow up campaign as suggested in his report—exhibits at building shows, pamphlets, booklets, traveling expenses, etc.

We strongly urge that a trip to the furniture exhibits held in Chicago, Grand Rapids, and Jamestown every January and July be made by the secretary. These exhibits, or shows, as they are more commonly called, forecast to a very large extent the styles and kind of furniture that will be in vogue throughout the succeeding months. A careful study and analysis of the situation as found by him could be bulletined to the membership. A service of this kind is worth a great deal to the up to date manufacturer of gum lumber.

In conclusion we wish to thank the board of directors and the secretary's office for the hearty support they have given the committee throughout the year.

Proposed Changes in By-Laws

The association then voted on the proposed changes in the bylaws, these being read as follows by the secretary:

In accordance with provision of Article 10 in our constitution, notice is hereby given of the proposed changes in the constitution to be voted on at the meeting January 20, 1917. The first change is in Article 5, Section 1, which begins on page 6. It is proposed to change this section to read as follows:

The officers of this association shall consist of a president, a first and second vice-presidents, treasurer, secretary and twelve trustees.

This change, if approved, increases the number of trustees from eight to twelve.

The second change is in Article 5, Section 3. It is proposed to add the following to Section 3:

At the annual meeting January 20, 1917, there shall be elected four trustees, to serve for a term of three years (this to comply with change in Article 5, Section 1, which increases the number of trustees, from eight to twelve).

The above changes were recommended by resolution at our last annual meeting.

The third proposed change is in Article 4, paragraph 1, substituting the following:

There shall be an annual meeting for the election of officers and the transaction of other business each year. The exact date and place of such meeting shall be fixed by the board of directors and notice of such meeting shall be mailed to each member of the association at least two weeks prior to the holding thereof.

They were adopted.

The president appointed as nominating committee: E. A. Lang, C. L. Harrison, F. R. Gadd.

F. K. Conn is chairman of the figured red gum grading committee, and reported that at the proper time his committee had formulated and submitted to the National Hardwood Lumber Association proper grading rules for figured red gum, and that these rules had been adopted at the meeting of the National association last June. Mr. Conn said that the Hardwood Manufacturers' Association of the United States will take action on similar rules at its meeting in Cincinnati this month.

The serving of a buffet luncheon in the assembly room at this time gave pleasant interruption to the proceedings for an hour or so.

H. D. Tiemann, in charge of the kiln drying and other technical work at the Forest Products Laboratory, Madison, Wis., gave a very interesting talk on the proper handling of gum in the kilns. Mr. Tiemann made some rather radical suggestions. He reviewed some experiments that were made on gum, first on air-dried stock shipped from the mill in air-dry condition; second, on logs cut at the laboratory mill and dried there green from the saw. Some of this lumber weighed as much as 6,000 pounds when it came from the laboratory mill. The results were eminently satisfactory and hence, according to Mr. Tiemann, there is no reason for not drying gum direct from the saw, particularly as it has such distinct advantages. It shows, when properly handled, less loss than when the stock is previously air-dried. He instanced, however, as the requisite of the kiln in which the lumber is to be dried that it have proper control of circulation; proper control of temperature and proper control of humidity.

Mr. Tiemann said that his experimental results accomplished a shipping dry condition in eleven days, and a kiln-dried condition ready for use in twenty-nine days. The work eliminated entirely case-hardening and checking and resulted in no degrading whatsoever from checking. There was a degrading from warping of about

2.5 per cent and the shrinkage amounted to about the same as in air-dried stock.

He presented a number of panels which had been shipped down out of the lot kiln dried direct from the saw about three weeks prior to the meeting. These specimens and several boards which were on exhibition made a favorable impression upon the lumbermen.

Mr. Tiemann then explained the method of controlling humidity and circulation by means of a spray of water. The kiln is started in a high state of humidity, which is allowed to drop slowly at first and then capidly. The temperature, on the other hand, is low when the lumber is first put in and is raised to 140° or 150° .

Cupping of the lumber is gotten rid of entirely by means of live steaming at about 180 for an hour or two just before the lumber is taken out of the kiln. This also eliminates case-hardening entirely. He suggested that if the lumber is case-hardened before drying, it should be subjected to steaming process at about 200° temperature for a day before it is put into the kilns, and that it is impossible to dry the lumber without first steaming it after it is case hardened. Mr. Tiemann said that there is very little chemical change in kiln drying on temperatures under 250° Fahrenheit.

There tollowed various questions and answers and a discussion of the various types of kilns, the final conclusion being that various designs of kilns are adequate if properly constructed and if they give the same possibilities of controlling humidity, circulation and temperature.

Mr. Tiemann said that sap and red gum required the same treatment, but that sap has about 50 per cent more water.

A prominent furniture man described his method of creating circulation initially for the purpose of thoroughly heating the lumber in the kiln, saying that his company has a process of its own design; that a jet of steam passing up through the piles answers the same purpose as the spray of water in Mr. Tiemann's process. This company has two types of kilns and in its box kilns which hold one car of lumber, it has five steam coils. Gum is started by turning on the first steam spray, the temperature being below 100°. When the lumber is thoroughly saturated with heat, cold water is turned into condensing coils and the second heat coils then started. The lumber is taken out at a temperature of about 160°, although it may be as high as 200° at the end. He said that in drying maple the best results have been obtained from green lumber.

John W. McClure reporting for the assessment committee, said that all reports on stocks are not in and urged greater promptness as delays in compiling stock reports hold up all the work of the association, because it is impossible to arrive at financial stanling until it is definitely known what the assessment for the year will be. He said that 1916 was the best in the history of the gum industry but that the present year already promises to surpass it. The association had in its membership last year forty-eight mills with a production of 179,000,000 feet. He said that the production as indicated for the present year will be 50 per cent increase from the forty-eight old members and that the probabilities are for assessment on a total of 300,000,000 feet of gum.He said it was the conclusion of the committee that the assessment of 12½ cents a thousand be maintained, as the increase in membership would greatly increase the revenues.

On motion, the association formally thanked the membership committee for its very active work.

A very complete and comprehensive report with definite recommendations by the cost accounting committee was read by F. R. Gadd in the absence of Chairman Hoskins. This appears in full elsewhere in this issue.

C. L. Harrison gave a talk on the possibilities of foreign trade basing his remarks on publications by the National City Bank of New York. It developed that competent authorities reckon that only four per cent of the total shipping facilities of the world have been destroyed, and further that the population of Europe has been growing in spite of the tremendous destruction of life. It was moved that the circular from which Mr. Harrison took some of his suggestions be reprinted and mailed to the members.

officers for the coming year:

PRESIDENT: H. B. Weiss.
FIRST VICE-PRESIDENT, B. F. Dulweber.
SECOND VICE-PRESIDENT, L. P. Du Bose.
TREASURER, F. E. Gary.
TRUSTEES FOR TWO YEARS: W. C. Bonner, R. H. Darnell, W. E. Hyde and Mr. DeGolyer.

TRUSTEES FOR THREE YEARS: W. E. DeLaney, H. H. Alexander, S. B. Anderson and R. L. Jurden.

· These were duly elected.

After President Weiss had made a little speech of appreciation, in which he particularly thanked Secretary Pritchard, he called upon George E. Watson, secretary of the Southern Cypress Manufacturers' Association, and R. S. Kellogg, who in their turns gave short talks on association work.

On motion of C. L. Harrison, the report of the cost committee was adopted as a preliminary basis for arriving at a uniform system, it being incorporated in the resolution that members lend their aid in exchanging information and ideas on costs and that

The nominating committee reported with recommendations for ultimately with this information and the committee's suggestions as a basis, the final plan be worked out.

Resolutions were adopted urging Congress and the President to do everything possible to build up a merchant marine for this country.

The motion by F. L. Schertzer of the Chickasaw Lumber Company, Demopolis, Ala., that a conservation committee be appointed was lost by unanimous vote.

C. L. Sherrill of Paducah, Ky., gave an interesting talk in which he showed the influence of the proper application of gum and the value of each member doing his part in pushing gum individually aside from his participation in association work.

William Beebe of the Long-Bell Lumber Company, Kansas City, Mo., talked briefly on the benefit his company has enjoyed from the association. He referred particularly to the results from the stock reports and to the great possibilities in the Southern Alluvial Land Association.

Following Mr. Beebe's talk the meeting adjourned.



Dimension Men Finally Organize



The newest lumber organization to be launched in Memphis is the Hardwood Dimension Manufacturers' Association, which was formed at the Hotel Gayoso Friday afternoon, January 19, with an enrollment of thirty-five active members.

No sooner had birth been given to this organization than it was decided that headquarters should be opened in Memphis at once and that an active campaign should be launched to bring in as many dimension lumber manufacturers as possible as members.

Officers and directors were elected as follows:

PRESIDENT, D. P. Upshaw, Arlington, Ky.

VICE-PRESIDENT, R. T. Bugg, Winchester, Tenn.

SECRETARY, M. F. Hannahs, Memphis.

DIRECTORS, W. S. Elder, Pine Bluff, Ark.; Frank Lyon, Memphis; J. W. Byrn, Brownsville, Tenn., and H. F. Clark, Amory, Miss.

The constitution adopted sets forth the objects and purposes of the association in the following language:

To secure full understanding of the conditions surrounding the dimension lumber manufacturing business and to adopt such measures as will provide for improved methods of manufacturing and marketing this class of lumber and to instruct the mills which are members of this association in the proper grading of their product for the various uses for which it is made.

The initiation fee was fixed at \$10 for each member and dues will be in the form of an assessment of ten cents for each 1,000 feet, board measure. It is believed by officials of the organization that funds derived from these two sources will afford enough money for constructive association work, particularly when the membership has been brought to the limit which is regarded as both possible and probable.

Secretary Hannahs will be in active charge of the work of the association and will open offices here, probably in the Union & Planters Bank building.

It is the present plan of the association to compile and issue stock reports each month and to gather and disseminate any and all information that may be regarded as of possible benefit to its members.

Those who enrolled as charter members are given herewith:

R. L. Muse Lumber Company, Walnut Ridge, Ark. Caney Fork Lumber Company, Doyle, Tenn. Laurel Cove Lumber Company, Sparta, Tenn. Lee & Foosbee, Sparta, Tenn. Frank Lyon, Memphis, Tenn. Arlington Lumber Company, Arlington, Ky. J. V. Wright, Bolivar, Tenn. W. S. Elder, Pine Bluff, Ark. Larkin Company of America, Memphis, Tenn. R. T. Bugg, Winchester, Tenn. J. H. West, Coffeeville, Miss. W. W. Fort, Pittsboro, Miss.

Monterey Spoke Company, Monterey, Tenn. I. I. Gunn, Beans Creek, Tenn. Interstate Lumber Company, Memphis, Tenn. C. C. Mengel & Bro. Company, Louisville. Canada Pole & Shaft Company, Deemer, Miss. Covington Bros., Brownsville, Tenn. Byrn Bros., Brownsville, Tenn. Amory Dimension Mill Company, Amory, Miss. W. T. Harralson, Brownsville, Tenn. Samuel Werner, Tracy City, Tenn. Liedy Baker Lumber Company, Newport Ark. Theo. B. Milkey, Jeffris, La. The Hickory-Jones Company, Lufkin, Texas. Coules-Masters Company, Havanna, Fla. C. F. Work, New Albany, Miss. American Column & Lumber Company, St. Albans, W. Va. Hardware Dimension Company, Eldorado, Ark.

Help Save the White Pine

Setting an example to other land owners in New England and New York state Charles F. Quincy of 90 West street, New York City, recently ordered all of the current and gooseberry bushes and flowering currants on the Quincy farm at Center Harbor, N. H., destroyed, in the effort to prevent the spread of the deadly white pine blister rust which threatens the destruction of all of the white pine, not only in New England, but throughout the entire United States.

Mr. Quincy is chairman of the executive committee of the American Forestry Association, Washington, D. C., which is now sending out warnings throughout the country that white pine in the New England states valued at \$75,000,000; in the Lake states at \$96,000,000; in western states at \$60,000,000, and in national forests at \$30,000,000, or a total value of \$261,000,000, is now threatened with destruction by the white pine blister rust. The most effective way to prevent the spread of this disease, for which no cure has been found, is to destroy current and gooseberry bushes, both wild and cultivated, for it is on these bushes that the disease develops to the stage when it affects pine trees, the poisonous spores being blown from the current and gooseberry bushes to the pine trees by the wind.

Mr. Quincy says the situation is so serious that owners of land on which there are current and gooseberry bushes should without delay cut them down and destroy them, as this is the time of the year when the infection of the pine trees occurs. Despite the fact that Mr. Quincy two years ago had a large quantity of fine quality currant and gooseberry bushes planted at Quincy farm he is having them all destroyed in the effort to do what he can to save the remaining white pines of the state, and as an official of the American Forestry Association he urges all the land owners of New England to do likewise.



Oak Gets a Strong Start



Seldom can an industrial association start under such promising circumstances as has the American Oak Manufacturers' Association. It might be argued though that it could not fail to be stamped as successful even thus early in its career as the type of men which made its inception possible would make impossible any other than the present results. Germinating in Memphis just a few months ago at a preliminary gathering, the association met formally in that same city on Friday, January 19, at its first regular convention. Already a representative and effective membership is signed up. Already the financial end is securely taken care of. The American Oak Manufacturers' Association, the newest of the lumber organizations, starts with an astonishing record for speedy accomplishment and a hearty promise of future development and results.

The first meeting started with the usual preliminaries such as checking of the attendance, reading the minutes of the previous gatherings, etc. President E. A. Lang had an interesting talk to offer although, as he said, he was not compelled by the by-laws to present anything in the way of a formal report. What he offered was out of the goodness of his heart entirely. Mr. Lang's talk follows in part:

Report of the President

Temporary offices have been arranged for in the Bank of Commerce and Trust building of this city, and arrangements entered into for commodious quarters, properly furnished, on the fourteenth floor of the same building. These will probably be ready for occupancy in another thirty days, and we take this opportunity of extending an invitation to all members of the association to make this their headquarters while in the city at any time in the future.

It requires more than just the investment in space advertising to properly conduct a campaign such as is planned. Follow up work must be done by the secretary's office in the nature of exhibits, pamphlets, booklets, and a regular line of correspondence with the intermediate handlers of the wood, such as architects, trim factories, furniture factories, etc. This, in conjunction with the natural expenses of the association office and the conduct of same, is going to be considerable, especially the first year, and we wish to impress upon you the necessity of co-operation in our campaign for membership. You all have neighbors or friends in the producing trade who should be members, and we will very much appreciate any active endeavor on your part to secure their applications for membership.

It may seem strange to some of you who have not given the matter much thought, that a wood so prominent as oak, ranking third in volume of production in the country, needs anything of this kind, but the past eighteen months certainly indicate that it does. Other woods have, by association work and advertising campaigns, made heavy inroads on the consumption of oak, and you might properly state that oak is now on the defensive. We must put up a fight for the "monarch of the forest" and so long as we have started to do this, why not make it a good one? The production of this wood spread out, as it is, over a large territory, has contributed to no small extent to the position it now occupies—that is to say, it was more difficult for the producers to keep a line on the stocks on hand and what firms in another section of the country, five hundred miles away, were doing in the way of production, etc.

We propose to gather statistics as to stocks on hand periodically—say every two or three months, or as often as the situation justifies, and disseminate this information through our regular bulletin service, to the members. Any firm who has had experience in other associations with this kind of service will tell you that it is invaluable, and worth all that a membership in any association costs.

We propose to report actual sales made each month, in condensed form, without in any way violating the confidence of any given firm. This will show the trend of the market, and taken in conjunction with the stock report, put each operator in a better position to avoid over-production of an item already long on the market, and get for his product a price that will leave him a profit at the end of the year. By keeping the production more in line with the actual consumption, no one item suffers to any material extent. This, in my opinion, is very important.

The success attained by other associations in work similar to that which we purpose to accomplish speaks for itself, and is evidence of what can be done in that direction. What has been done can be done again, and certainly with active support by the producers of oak we can do as much for a wood already more prominently known than most others, and the result will be highly gratifying to all members of this association.

Government statistics, covered by Bulletin No. 232 of the United States Department of Agriculture and issued June 26, 1915, show that there was produced during the year 1913 a total of 3,211,718,000 feet by 12,927 mills. Of course, the total production exceeds that, but it gives us a fair idea of

the volume of oak produced annually. If we can get 25 per cent of this production signed up as members we can carry on the work planned to very good advantage. It is the hope of your board of directors that this can be exceeded to an extent that will justify our assessment being less than the maximum permitted by your constitution, i. e., 10c per thousand feet, log scale.

The newly appointed secretary, J. T. Kendall, necessarily could not present a very much elongated paper, but gave a dignified and well received statement of his conception of his duties, his realization of his great responsibility, appreciation of the uniqueness of the position of oak and the breadth of ideas possible in exploiting it. Mr. Kendall, who has been associated with the red gum association as assistant secretary, solicited the same cordial cooperation from the oak manufacturers that is given in the gum association to its officials.

The report of Treasurer R. L. Jurden showed that the financial affairs of the association have already progressed to a definite point so that formal reports are necessary, and the progress has been very satisfactory.

C. L. Harrison, chairman of the assessment committee, stated that returns on cut on which will be based the assessment are coming in satisfactorily, 158,849,000 feet having been reported so far. The present membership represents about five per cent of the total manufacture of oak, and the association has in prospect the active affiliation of about 1,750,000,000 feet production.

Mr. Harrison emphasized the need of getting in the small manufacturer who is necessarily not in as close touch with markets and trade conditions as is the stronger manufacturing organization. Therefore this class of producers is apt to do more in demoralizing the market than is the larger manufacturer, and hence his membership, to the end that he may be properly educated, is especially desirable. He urged all members to bear in mind the need for cooperation in the matter of building up membership among the little manufacturers as well as among the big producers.

M. B. Cooper, as chairman of the membership committee, stated that in November there were twenty producers signed up for membership, but now the signatures totaled over seventy. He stated that the work is really just begun and that eventually the association should have about twenty-five per cent of the 3,000,000,000 feet production of oak. He cited his reasons why the members should give particular attention to enlisting as new members those of their neighbors in the manufacturing business who are eligible.

F. R. Gadd, as chairman of the advertising committee, gave one of the most able papers of the day. Mr. Gadd's report was constructive rather than in the nature of review of work done. His committee, of course, has most of its work before it and the idea of the report was to analyze the accomplishments in other organizations not so well qualified even as is this oak association to get specific results in the broadening of markets for its product. The report follows:

Report of Advertising Committee

Advertising as we know it today is a necessity due to modern conditions. The advertising of lumber has so steadily increased since our friends the gum producers first blazed the trail of modern merchandising for the wood industry eight years ago that it is not surprising that the consuming public is found to be gradually forgetting about those species which they do not see advertised. They are justified in gradually coming to the conclusion that a non-advertised wood either is extinct or near to exhaustion of supply, or that it is too inferior to be pushed, and they forthwith forgot about it.

Your committee has had the advantage of considerable familiarity for several years with the distinctly different character of different kinds of lumber advertising, and with its source. The advertising of oak will be of necessity different in methods of handling and presentation to the public from any other wood yet advertised. The study of the ways in which it should differ in order to reach its maximum effectiveness is one of the things in which we probably shall do well to take the fullest advantage of the most experienced expert advice available, as the less we have to teach our advertising counsel about lumber, the more time they will have left to give us the best run for our money in advertising.

The advertising of oak is a job of restoration of public favor, and then

if possible an increase beyond previous marks, rather than a job of edacating the public to the merits of an unknown article.

Naturally those who have the largest stake in oak's prosperity-meaning ourselves as oak manufacturers are the ones who should take the action necessary to restore public interest in oak. It is ours to do and ours to pay for (and ours will be the profit if we act with vigor, alertness, and foresight, and on a scale accounte to the need).

The advertising of lumber to the "last man," the actual user, is long past the point where it has to prove its value. It is no longer an experiment, it is in no sense a donation to anybody, it is not at all a speculation-it is now recognized, even by many lumbermen who formerly opposed it because they did not understand it, as a straight-out, definite and practically guaranteed investment. The only three conditions of success are, first, skill in handling the advertising (by which we mean not alone the use of space in important publications, but also the "follow-up" and everything that helps to develop public favor); 2nd, conservatism in expenditure, by which we mean caution which does not spoil liberality, and analysis which does not interfere with breadth of view and purpose; and 3rd, steady "plugging," persistency, continuity, patience and the faith that is based on the proven winnings of others who have worked by the same recine.

The testimony as to the legitimate investment character of advertising money, if properly expended, is already so voluminous that it is hard to select examples. A couple of years ago John W. Blodgett, upon being appealed to for contribution to lumber advertising in his capacity as a timber owner, wrote a letter in which he said in effect that in his opinion the advertising of lumber to the consumer was the most important step that the industry had ever taken. Everybody in the lumber business knows of the demonstration of commercial value in carefully conceived and well-handled advertising made by the cypress association after about seven years of continuous publicity. I quote a cypress bulletin issued in August last year as follows:

On July 1, 1916, there was over 46,000,000 feet less cypress lumber on hand at the same 31 mills than on January 1, and there was also less on hand than on July 1, 1915.

This was in the face of full time in all mills reporting and should be considered in connection with the fact that the log-run price averaged at least \$2.00 advance, notwithstanding the price conditions of some competing species. I quote again-

And the future looks good. The replies from our advertising have never been so heavy during the mid-summer period as during the past two months. It has usually been our experience that few people reply to our advertising during the summer, but this year has been an exception and it can only mean an increasing demand this Fall.

This prediction also came true. Thirty days later cypress reported as

Despite the fact that most people have not considered 1916 a brilliant lumber year, there has been more cypress sold than has been manufactured, as the people now know enough about cypress to insist upon it for those purposes where it is best. This condition has resulted in a gradual advance in price, which during the past few weeks is apparently more radical, with the indications pointing to further advances in the near future. Stocks of some items are rather depleted, and the manufacturers are inclined to pick and choose among those orders which are offered, there being no desire to accept at any price more business than can be easily handled.

Bear in mind that this is the condition after consistent and persistent

Bear in mind that this is the condition after consistent and persistent advertising for several years, resulting in a stable market, and the avoidance of the ups and downs which are often so distressing and perplexing.

A December statement by the cypress people says-

As a result of more experience than most other lumber manufacturers have had in using advertising to shape the public mind, the cypress manufacturers have become sure of their ground, and they know what they can do and what they cannot do.

It is a point of interest in connection with these quotations that they were written by the secretary of the cypress association and not by their advertising counsel. One more cypress quotation of recent date:

We cannot at this time conscientiously solicit orders. We can promise to render the best possible service on your orders which are received, but we must admit that we are not strenuously seeking new business.

To bring the citations nearer home, I think I may properly quote a letter printed in a recent gum bulletin stating:

Your letter is carefully noted. Where gum might have been today is not worrying us just now, but where it is going to be some months from now if these good prices continue and we don't keep up the good strong advertising for gum. Our regret is that you didn't stick on the full assessment of 15c instead of 12½c.

This is signed by a member of the gum association. A later bulletin of Mr. Pritchard's right up to date stated that "this phenomenal increase in the sales of gum lumber is a direct benefit to the manufacturers of the work of the Gum Lumber Manufacturers' Association. In creating a greater and more stable market our advertising campaign has been successful, and the value of co-operation will no longer be questioned."

R. H. Downman, president of the National Lumber Manufacturers' Association, in an interview early in December said-

The lumber manufacturer in his mill operations, cutting of the timber, and then the conversion of the log into lumber, has showed himself the peer of any and superior of most manufacturers, and there his ability has ceased to manifest itself. We are all equally guilty. We have thought that the lumber would sell itself. It has not done so, does not, and never will again. We must be merchants, not alone manufacturers.

The Pacific Coast Timber Bulletin says-

The absolute need for advertising and promotion is known and proclaimed by those progressive lumbermen who have been helped through regional exploitation.

Cypress manufacturers pay 25c a thousand on a cut within the asso-

ciation, probably no larger than our oak association will represent when we get a good start.

Hemlock manufacturers pay 11c, North Carolina pine 8c, southern pine 10c, and gum 1212c. The cedar shingle manufacturers expended \$60,000 last year exploiting "rite grade" shingles, and California white pine, redwood, and fir are in line locally.

We are treating ourselves kindly in demanding no more than 10c a thousand on oak to start this new movement, and put oak on the map again. We are entitled to receive and should receive the application of every eligible manufacturer of oak. The formation of this association alone has added sufficient value to your oak lumber to pay your assessment in the association for several years. You are not indifferent to the benefits possible from an association of this kind, and I do not believe there is a man in this room who would willingly receive benefits he did not help gain.

How can you hesitate when every delay to start "full speed ahead" means that much subtraction from our marketing momentum later on?

After the appointment of a special membership committee to work on those present who were not already signed up, the meeting adjourned for a buffet luncheon that was served in the meeting

AFTERNOON SESSION

In his talk, which opened the afternoon session, Dr. Hermann Von Schrenk, the eminent lumber technologist, did not spare the feelings of his audience. Dr. Von Schrenk is consulting engineer for the New York Central and other prominent railroad systems, supervising the purchasing of forest products. He good naturedly but no less pointedly criticized the methods of the oak manufacturers in marketing their materials, but stated that most of the error is due to the absence of systematically compiled data that will permit of better salesmanship, that is, a closer meeting of the needs of the consumers with the production of the producer.

He referred specifically to a number of interesting exhibits which he had on tables in the convention hall tending to show the proper utilization of oak under varying conditions, and said that proper handling and treatment of oak would not only give the greatest permanency of use, but would create the most favorable impression in the minds of the users. He pointed out two oak stakes, one of which had been in the ground for five or six years but which, because it was not treated with preservatives, had literally gone to pieces. Beside it was a similar stake which had been in the ground for some twelve years, but having been properly treated, it was as good as when it was first put in.

He pointed to the object lesson presented by the merchandising of the substitutes for wood, saying that here the manufacturers of lumber can get their best education as to methods of procedure and their best impression as to the tremendous results possible by intelligent trade expansion. The success of the substitute sponsors is based, according to Dr. Von Schrenk, upon the fact that they know their goods, they know exactly what they will do and what they will not do, and hence can intelligently urge their use where that use is feasible and discourage their use where failure under improper service would give to the user a wrong impression of this or that material. The speaker said that were the methods of the lumbermen not obsolete and more or less haphazard, the substitute people would have been able to secure a much smaller percentage of the business that they have already taken away from lumber; that the lack of knowledge of the defects of wood and its availability in specific usages made attempts at merchandising impotent in the past. He said that while the good qualities of oak, its strength, its durability. its general desirability are generally recognized, specific data and scientifically arrived at arguments are essential to a complete development of all possible fields in the future. He instanced the particular and exacting tests and investigations of the possibility of specific figuring when work contemplating the use of steel is projected. This service by the steel manufacturers, relieves the customer not only of such duties, but also of the anxiety of not knowing whether his material is going to stand up under test. So Dr. Von Schrenk urged those groups of manufacturers of forest products who desire to develop for their manufactured materials, markets commensurate with their importance in the industrial life of the country, to adopt the same modern and scientific methods of investigation, of service and of selling as have the manufacturers of clay, cement, steel and similar products.

General Association Work

The next speaker on the program was George E. Watson, secretary of the Southern Cypress Manufacturers' Association, of New Orleans, La.

Mr. Watson emphasized the fact that the problems in one industry are usually radically different from those in another industry. Hence the experiences of one association can not be taken as indicative of proper methods in another. Mr. Watson deplored the general tendency to let well enough alone, which he characterized as letting bad enough alone, and said that radical action—the blazing of a trail rather than following the beaten path—is essential to progress in modern association work. He emphasized the hope that the oak manufacturers would be able to solve the problem presented in all association work, that of conserving the benefits for the members thereby minimizing the benefits to those anxious to get under the other man's umbrella, but not willing to help carry it. He emphasized the belief that the oak manufacturers should be broad enough to look upon this problem in a big way until a practical solution was presented.

Mr. Watson sounded a note of modern progress in association work with the statement that the tendency is stronger every year towards marketing activity, that the specialized association designed purely to handle manufacturing and grading problems cannot keep step with modern requirements. He said that the question of grading rules is becoming less and less a question of manufacture, and more a question of sales, that grades must be designed in these days to help merchandize the product rather than to help the manufacturer slip some of his lumber into improper use. He said:

"The time is coming when all grading rules will be prepared with this idea in mind, and if the question of grades will be a part of your association work I sincerely hope you will let this idea control your action with the full knowledge that the price will follow the grade." He emphasized the need for and tremendous value of research work in connection with all advertising. He said:

"You must not take it for granted that everyone knows about oak, for that is not true. You must constantly preach to the public those things which are of such common knowledge themselves that it will seem like foolish advertising. You must be honest in avoiding the sale of oak for those uses for which some other wood is better." In citing his axiom that egotism and optimism are so closely akin that you cannot have the former without also having the latter, Mr. Watson said that if the members could be made to believe right at the start that they have the greatest wood on earth, and that they will have the most effective association on earth, that will have been accomplished which has taken other organizations many years to perform.

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, followed with an address on the benefits of lumber associations.

Mr. Pritchard asked the questions: "How can we get the best results if we have no accurate information as to what actual conditions of supply and demand are? How can we have this information unless the members honestly co-operate with the association in its compilation?"

He reviewed the tremendous strides that have been made in the broadening of the market for gum and said that the success is to a very large degree based upon intelligent information as to what lumber is on hand and the prevailing prices. Regarding advertising Mr. Pritchard said:

"We frequently hear the remark that oak doesn't need advertising; that everyone knows of it. Perhaps this is so. Likewise everybody knows about coca cola and Pullman car service. Will these same gentlemen tell us why the managers of these large organizations are so foolish as to continue to make large appropriations for this advertising? If you will compare the present demand for oak with the present demand for any of the advertised woods, you will discover conditions which you should thoroughly analyze."

Mr. Pritchard closed by emphasizing the need for delivering the goods in conjunction with any advertising campaign and suggested

as a means of developing demand for No. 1 and No. 2 common oak, a campaign for oak flooring instigated either by the association or in conjunction with the oak flooring association.

At the conclusion of the reading of his paper, Mr. Pritchard said that, since preparing his address, he had learned, as illustrating the value of association work, that the oak flooring manufacturers' association had succeeded in increasing its sales during the past year, through the conduct of an aggressive advertising campaign, thirty-two per cent over the year before.

Value of a Sales Report

H. B. Weiss, president of the gum association, read an able paper on the benefits derived from actual sales reports.

Referring to sales reports issued by the gum association, Mr. Weiss said he had seen a spread in price on the same item of as much as \$12 a thousand. He expressed himself as doubtful that there exists another business in which such inexcusable difference in selling figures can exist. He said:

"If a man selling an item at \$25 a thousand is making a profit over and above his cost, the man selling at \$37 should be getting disgustingly rich. But I do not think that there are many lumber firms approaching that degree of wealth."

Referring to the suggestion that some people in reporting might be inclined to add a dollar or two to the actual figures, Mr. Weiss said that there can be no gain and that the results might be serious. This tendency to believe such practices exist might come from the discovery that one's neighbor is selling at from 10 to 25 per cent higher price on the same item, thus creating a condition of mind that might lead one to wonder if the neighbor is actually stating true facts. Mr. Weiss expressed himself, however, as believing that the suggestions of figures being thus misrepresented indicated that those making such suggestions are apt to be behind the procession rather than that those showing the high marks are indulging in misrepresentation.

He asked the members if, should they be interested in cotton, they would sell at seventeen cents when market reports clearly stated that a certain grade was bringing twenty cents. "Or," he said, "if wheat were selling at two dollars, wouldn't you think your broker crazy if he wanted to sell some for you at \$1.50. There is not much difference fundamentally in selling cotton or wheat or selling lumber. Sales below competitors' prices when those figures are ascertainable are unconscious admissions of inferiority of service or goods, or of inability to realize on effort."

Mr. Weiss in further analyzing sales reports said that the average price received is shown. He urged though that the oak manufacturers be not content to sell at just average price, that the true function of the reports can be served only if each strives to go beyond the average price class and attain the top.

Value of Stock Reports

The last paper of the day was then presented by James E. Stark. Mr. Stark said that without stock reports the question of selling price resolves itself into a guessing contest as to whether your competitor will offer to sell the stock for less money than you are asking. The natural result would be your offering your lumber at such prices as will get the business. The competitor then who loses the order will make a further cut on the cost on the next quotation, and so on until prices are reduced to a basis under the cost of production.

Mr. Stark emphasized that the duplication and multiplication of stock lists often gives a false impression to the consumer as to the stocks available and that this would be overcome by complete stock reports. The further advantage is that these listings give to the mill intelligent information as to the desirability of cutting this or that thickness in certain items. He expressed the belief that the stock list now in preparation by the association will develop surprises for all manufacturers.

Mr. Stark here quoted from the report of Chairman Hurley of the Federal Trade Commission indicating that the federal government is more sympathetic toward business organizations than it was formerly, and that it is willing to give more latitude in the matter of

close associations for the purpose of working out intelligent data whereby production may be kept within intelligent bounds, with the result that prices will follow the natural adjusting of supply and demand. Mr. Stark concluded with the request that all members give diligent attention to the question of getting stock reports in promptly.

R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, spoke briefly. He declared that association work had undergone, and was still undergoing, a genuine revolution and asserted that there was about three times as much money now available therefor as there was two or three years ago. He pointed out that the members of the hemlock association who formerly paid 1½ cents are now paying 11 cents and were glad of the opportunity to contribute on the higher basis. He thought it was wise to put enough money in all association work to make it possible to accomplish something and that lumbermen were beginning to appreciate the fact that their assessments for the benefit of the association with which they are connected are not a contribution but are rather an investment, a sort of "future assurance" of the stability of their business.

Mr. Kellogg dealt with technical research and declared that the lumber industry offered a wide field for experimentation along this line. He thought that experimentation should be made along the line of "what lumber is good for" and "what it may be used for" but he emphasized that research work was so expensive that it would have to be done through co-operative efforts as no individual, no firm or no association could undertake it singly. He also said that another rich field lay in teaching the public how to use lumber and lumber products better. He particularly emphasized the importance of dealing with stains and finishes which set woods off in a proper manner and gave pleasing effects.

Mr. Kellogg declared that each association has a field in which it could work by itself and that it could successfully push its own particular product but he pointed out that some of the objects to be attained could be successfully prosecuted only through combinations of associations.

C. L. Harrison, chairman of the assessment committee, emphasized the fact that his committee could not finish its work until members had furnished their reports on cut and that no advertising campaign could be undertaken until these reports had been furnished and the assessments, based thereon, had been fixed.

President Lang read a telegram from the Hardwood Manufacturers' Association congratulating the American Oak Manufacturers' Association on the success with which it had been organized, expressing best wishes for its future welfare and extending an invitation to all members of this body to attend its next annual.

There being no further business the association adjourned.

The following list shows membership in the oak association, revised to January 23:

Alexander Brothers, Belzoni, Miss.

American Column & Lumber Co., St. Albans, W. Va. Anderson-Tully Co., Memphis, Tenn. Archer Lumber Co., Helena, Ark. Bedna Young Lumber Co., Greenfield, O. Bellgrade Lumber Co., Greenfield, O. Bonner & Sons, J. H., Heth, Ark. Brown & Hackney, Inc., Memphis, Tenn. Brown, Geo. C. & Co., Memphis, Tenn. Brown, W. P. & Sons Lbr. Co., Louisville, Ky. Brenner Lumber & Mfg. Co., Sardis, Miss. Clearfield Lbr. Co., Clearfield, Ky. Colfax Hardwood Lbr. Co., Colfax, La. Crenshaw-Gary Lumber Co., The Ferd, Alexandria, La. Crenshaw-Gary Lumber Co., Memphis, Tenn. Crittenden Lumber Co., The, Crittenden, Ark. Darnell, R. J., Inc., Memphis, Tenn. Crittenden Lumber Co., The, South Bend, Ind. Dooley Lumber Co., F. T., Inc., Memphis, Tenn. Davis, Edward L. Lbr. Co., Louisville, Ky. Desha Lbr. Co., Memphis, Tenn. Cherton Hardwood Co., Paducah, Ky. Ferguson Hardwood Co., Paducah, Ky. Ferguson & Palmer Co., Memphis, Tenn. Gayoso Lumber Co., Memphis, Tenn. Gayoso Lumber Co., Memphis, Tenn. Galloway-Pease Co., Poplar Bluff, Mo. Glass Lumber Co., H. D., Lambert, Miss. Goodlander-Robertson Lumber Co., Memphis, Tenn. Hall Lumber Co., D. H., New Albany, Miss. Himmelberger-Harrison Lbr. Co., Cape Girardeau, Mo. Hoffa, W. B., Grenada, Miss.

Hoffman Bros. Co., Fort Wayne, Ind.
Holly Ridge Lumber Co., Louisville, Ky.
Hutchinson Lumber Co., Huntington, W. Va.
Iatt Lumber Co., Alexandria, La.
Kentucky Lumber Co., Lexington, Ky.
Lamb-Fish Lumber Co., Charleston, Miss.
Long Bell Lumber Co., The, Kansas City, Mo.
Luchrmann Hdwd. Lbr. Co., Chas. F., St. Louis, Mo.
Luchrmann Hdwd. Lbr. Co., Chas. F., St. Louis, Mo.
Luchrmann Hdwd. Lbr. Co., Winnfield, Ark.
Maley & Wertz, Evansville, Ind.
Mansfield Hdwd. Lbr. Co., Winnfield, La.
Massee & Felton Lbr. Co., Macon, Ga.
May Brothers, Memphis, Tenn.
Memphis Band Mill Co., Memphis, Tenn.
Memphis Veneer & Lbr. Co., Memphis, Tenn.
Mossman Lumber Co., Marianna, Ark.
Mossman Lumber Co., Memphis, Tenn.
Mowbray & Robinson Co., The, Cincinnati, O.
Nickey Bros., Inc., Memphis, Tenn.
Northern Ohio Cooperage & Lbr. Co., Parkin, Ark.
Paepcke Leicht Lumber Co., Chicago, Ill.
Penrod, Jurden & McCowen, Memphis, Tenn.
Riel-Kadel Lumber Co., Memphis, Tenn.
Riel-Kadel Lumber Co., Memphis, Tenn.
Riter Lumber Co., C., Memphis, Tenn.
Riter Lumber Co., C., Lufkin, Texas.
Salt Lick Lumber Co., Co., Lufkin, Texas.
Salt Lick Lumber Co., Lufkin, Texas.
Salt Lick Lumber Co., Lumberton, N. C.
Sondheimer, E. Co., Memphis, Tenn.
Stark, Jas. E. & Co., Memphis, Tenn.
Stark, Jas. E. & Co., Memphis, Tenn.
Stark, Jas. E. & Co., Memphis, Tenn.
Triangle Lumber Co., Chicago, Ill.
West Virginia Timber Co., Chaleston, W. Va.
Wheeler & Co., J. W., Memphis, Tenn.
Wisconsin Lumber Co., Chicago, Ill.
West Virginia Timber Co., Chaleston, W. Va.
Wheeler & Co., J. W., Memphis, Tenn.
Wisconsin Lumber Co., Chicago, Ill.
Woods Lumber Co., Gandy, La.
Yellow Poplar Lumber Co., Coal Grove, Ohio.

Logging Conditions Around Memphis

The southern hardwood territory is experiencing pretty severe weather at the moment. Heavy snow began falling last Saturday and the ground has been covered to the depth of three to six inches since that time. The ground was frozen when the snow fell and the process of melting appears to be going forward very slowly. Meantime the unfavorable weather has practically put a stop to work in the woods and cutting and hauling of timber are almost nil in this immediate section. Fortunately most of the mills have enough logs at their plants or at loading stations to enable them to continue in operation, with the result that the bad weather has so far forced little if any curtailment.

An officer of the Valley Log Loading Company of Memphis is authority for the statement that this firm will load approximately 1,700 cars of logs during the current month for mills at Memphis and other points on the Yazoo & Mississippi Valley line of the Illinois Central and the Memphis-Marianna cut-off of the St. Louis, Iron Mountain & Southern. He said that the logs had already been placed at loading points ready to be handled and that there were enough cars in sight to insure loading of the volume indicated. The same official said there were plenty of logs in sight to insure operation at capacity for his firm for the next two or three months. This firm loaded about 1,350 cars during December so that it expects to show an increase of approximately 350 cars for the current month. It is operating all of its five machines but is working on a much larger scale in Mississippi than in Arkansas on account of the manner in which timber is distributed for loading.

The whole question of work in the woods at the moment derives its principal interest from the fact that it has such an important bearing upon the amount of timber that will be available for later use. Owing to the unusual efforts put forth by owners of mills and woodworking enterprises to get out logs during the late summer, the entire fall and the early winter, the supply ahead is considerably above the average for this time of the year. However, a great number of the trade recognize that a serious interruption to the getting out of timber now must interfere materially with manufacturing operations during the early spring. The season for high water, possible flood conditions, extensive rains, sleet and snow, is at hand and developments will be awaited with considerable interest by everybody identified with the hardwood trade.



Chicago Lumberman's Annual



The Lumbermen's Association of Chicago held its forty-eighth annual meeting January 15, in the Red Room of the La Salle hotel, with 300 members and gaests present at the banquet and the business session which followed. The report of the secretary, E. E. Hooper, dealt with the business of the past year. About one-fourteenth of all the lumber produced in the United States comes to Chicago, either to be absorbed here or to be reshipped to other markets. The city last year consumed 1,656,332,960 feet and reshipped 1,393,022,000 feet. Lumber from all the important woods of the country finds its way to Chicago.

The death roll of the past year included W. E. Barrett of the W. E. Barrett Company, Charles H. Mears of the Mears-Slayton Lumber Company, Peter Ford of the Ward Lumber Company, John Miller of Alger, Smith & Co., O. H. Sample of the O. H. Sample Lumber Company and C. L. Willey.

VARIOUS REPORTS FILED

Reports were made on finances, arbitration, and inspection, and the condition in these departments were satisfactory.

A. Fletcher Marsh, chairman of the traffic committee, made a report which presented in detail the work done with the Interstate Commerce Commission to improve the conditions under which lumber may be shipped.

George D. Griffith read the report of the credit bureau of which George G. King is manager. During the year the bureau handled 219 claims, aggregating \$10,232, of which \$4,404 was collected.

An address on liability insurance was given by F. L. Brown. Fire risk insurance was discussed by J. S. Kemper, who related insurance history since 1752.

Frank F. Fish, secretary of the National Hardwood Lumber Association, who was present as a guest, informed the meeting that the inspection rules committee of his association will meet in Chicago, March 14, 15, and 16, and under the by-laws, any change desired should be presented in writing at that time.



HERMAN H. HETTLER, CHICAGO PRESIDENT

THE PRESIDENT'S ADDRESS

President H. H. Hettler's address covered the field of the association's activities, and pointed out the lines along which improvement is desired by all. Closer co-operation was urged, and he expressed the hope that every man would turn his hand energetically to the work before him. He discussed some of the broader matters of the lumber business and in alluding to the interest which the Federal Trade Commission has taken in this field, and particularly to the work done by Edward N. Hurley, who lately resigned from the Trade Commission, he paid this Chicago man a deserved compliment. Mr. Hurley's interest in perfecting cost finding systems has been valuable to lumbermen as well as business men in general. In closing his address Mr. Hettler pointed to some of the duties that fall to the lot of those in the

One of the most important suggestions in his recommendations referred to cost accounting, as follows:

With particular reference to Divisions A, B and C—Take up the question vigorously, analyze, investigate and educate until the sentiment becomes practically unanimous that a uniform system of bookkeeping or cost accounting be established in our various lines, and any additional methods which will result in standardizing our business. If this is brought about, in my judgment the results will be highly satisfactory and will benefit us all from a financial standpoint.

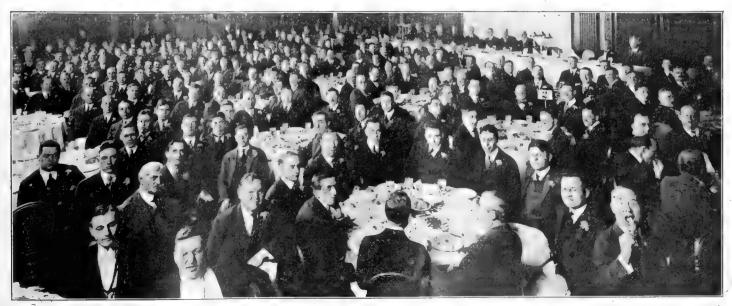
The nominating committee selected the following candidates for the board of directors:

Division "A"—E. L. Thornton. Division "B"—William C. Schrieber. Division "C"—F. B. McMullen. Division "D"—George J. Pope. Division "E"—C. H. Worcester. Division "F"—Edmund A. Allen. Division "G"—A. T. Stewart

Committee on Arbitration—V. F. Mashek, H. H. Kreutzer, G. R. Vangeness, W. A. Herbert, C. B. Flinn, George P. Rinn.

Committee on Appeals—J. W. Embree, George C. Wilce, S. C. Bennett, F. H. Burnaby, J. E. Brantley, Fred Werkmeister.

These directors will meet in Chicago on January 29 for the purpose of electing a president and other officers of the association.



CHICAGO LUMBERMEN AT ANNUAL BANQUET, JANUARY 15



When You Hear





Think of

NICKEY BROTHERS

MEMPHIS

LUMBER AND VENEER

Crossbanding

Too Great Reduction in Thickness to Save Expense Will Often Destroy Its Qualities of Usefulness

ROSSBANDING UNDER FACE VENEER is something that was taken to unwillingly in the beginning and for that reason perhaps, and the fact that after recognizing it as a necessity the

trade sought to minimize the cost in every way possible, there has developed a practice all too common of using crossbanding that is too thin for satisfactory results.

It is not unusual to hear of crossbanding being used that is as thin as 1/28, and stock as thin as 1/20 is quite common. On the other hand, there are many who have made a study of the subject that argue logically for crossbanding not thinner than 1/16 and the range of thickness preferred from 1/16 to 1/8.

To understand this crossbanding proposition thoroughly one must go back a little into the history of it. Its most extensive use in the early days of fine veneering in this country was the making of piano cases. The piano people are noted for using fine veneer and for doing what is perhaps the highest order of cabinet work. Competition in this business as in other lines led to many efforts toward economy, and among them there was wrestling with the question of crossbanding. The piano case people sought to reduce the cost of their work by eliminating the crossbanding under their face veneer, but after trying it out thoroughly they were finally convinced that the high order of work required in piano veneering could only be obtained by the use of a crossbanding of veneer underneath with a thin outer facing of fine veneer. When the fine veneer was glued directly on the heavy body the result was too often unsatisfactory. There would be checks and a marring of the beauty of the finished face and the only way to safeguard this when using thin face veneer was to put a sheet or layer of some plain veneer, preferably running crosswise of the direction of the face veneer, on the heavy core body and then after carefully finishing this off to lay the fine thin face veneer over it. It was the running of this under sheet crosswise of the face veneer that developed the name of crossbanding.

In the earlier days of the more extensive use of veneer in furniture when it entered mainly in three-ply panels crossbanding was not considered much of a factor in furniture veneering. The three-ply panels were usually made up of face, back and center and quite commonly the face veneer was comparatively heavy, often as thick as the back, with the center perhaps the same thickness or somewhat thicker than the face or back but the thickness seldom exceeding the combined thickness of the face and back.

About the time the three-ply panel was making a large place for itself in the furniture world there was also extensive development in veneering mantels, dresser tops and many flat parts with a comparatively heavy body, and quite commonly the face veneer was glued right on to the heavier body, which was usually made up on an inch board or several inch boards jointed together. This did fairly well while the face veneer remained thick and before the present day high order of finish was developed but with the developing of a better order of finish and the use along with it of thin face veneer it became necessary to secure the best kind of a job for furniture people to take up with crossbanding.

Crossbanding was never a welcome idea to the furniture trade any more than to the piano trade, and there was a natural seeking to reduce the cost of it to the lowest possible minimum. At the same time veneer manufacturers showed an inclination to reduce the thickness of crossbanding stock. For one thing it enabled them to get more surface feet of veneer from a thousand feet of logs and it also gave them a better chance to realize a profit and at the same time market this thin product at a price lower than would be called for by thicker stock.

It is impossible to separate the many elements entering into this work which have been contributing factors in reducing the thickness of crossbanding so that we may understand what is mainly responsible. We can recognize only in a general way that there are certain factors which have led to a steady and gradual reduction in thickness in crossbanding. Then we have before us, and more important, the conspicuous fact that crossbanding has been reduced in thickness to the point where it often fails in its mission and the results are unsatisfactory.

A recent instance of this was in the complaint of a veneer user that all the joints in his center or core body showed through the face veneer notwithstanding that his work had been crossbanded. It seems that his center was made up of rather thick narrow pieces of veneer. There may have been some carelessness or deficiency in jointing these but the main trouble came from the fact that he used crossbanding only 1/28 inch thick and face veneer of the same thickness, and when it was all finished off the face showed waves or lines following the joints in the center or core body.

Had this man used crossbanding somewhere between 1/16 and 1/8 thick his face veneer would have remained flat and true even though there might have been



Some Log? Yes—and we are bringing in this class of Logs right along. A short time ago we turned out some clear Mahogany boards 36 in. wide, and we frequently cut Mexican Mahogany Veneer 20 in. wide on the quarter.

Are you from Missouri? Come to our yard and we will "show" you.

Deal with the Producer.

HUDDLESTON-MARSH MAHOGANY COMPANY

New York

Chicago

some carelessness in jointing, and even though his face veneer itself was very thin.

Good proof of this fact is to be found in one of the forms of core and veneer construction used in making straight or flush faced doors. To lighten the weight and reduce the quantity of raw material these thick doors have a center made up of a series of alternate strips and air spaces just like a series of ribs. If these were finished over with thin crossbanding and face veneer the ribs would show through very plainly, but they are constructed with a crossbanding about 3/16 inch thick on top of which is a face veneer 1/8 inch thick which makes it a two-ply body on each side of the ribs that stands up and finishes off as a true flat surface without any perceptible waves and without the ribs showing through.

If this proves anything it proves that by using enough thickness in the crosbanding one not only insures a better support for the face veneer but also has a safeguard against depressions in the face veneer owing to open joints between the pieces that make up the center or core body.

The main trouble with crossbanding is that the trade has followed the idea of reducing the thickness of material to save expense until they have practically destroyed its qualities of usefulness. Crossbanding that is worth while must take into consideration the structure of the work as a general proposition for veneer users to get more in the way of value and satisfaction out of crossbanding all they need is to put more thickness into it. When built up work is crossbanded with veneer of proper thickness then the crossbanding carefully sanded off it can be finished with very thin face veneer with satisfactory results and it constitutes a much better job structurally than is obtained through the use of the thin, flimsy crossbanding that has become too common in the trade today.

A. B.

Concerning Proper Sanding of Doors

Veneered doors should be allowed to dry thoroughly before they are sanded, not merely allowed to stand until the glue has set enough to take the stack out of the presses, but until the wood has thoroughly dried out. Of course, in the making of regular panel doors, there is generally a drying out of the stock between the time it is glued and the putting of the door together, but often not sufficient time is allowed. When it comes to flush or sanitary, straight faced doors, the natural temptation is to finish them before the wood has entirely dried out from the gluing. This should be guarded against, for sanding while green may loosen the veneer face and cause subsequent blistering. It is well to sand lightly for the same reason, especially if the face is thin, for the heat generated by heavy sanding may soften the glue and cause trouble. Stock one-eighth inch thick used in some native woods for door work will stand heavier sanding than the thin faces, with less danger of sanding through the face. For flush doors the three or six-drum sander will do a good finish job if properly handled, but where there are cross bars, a good way to dispense with hand sanding and at the same time have the work free from sand marks across the grain is to sand these cross bars with a belt sander. There are special machines for this work, and they are worth while where there is any great quantity of work to be done.







Highly Specialized Workmanship

Completely Developed Facilities

The two phrases above represent what is absolutely essential to successful panel manufacture. Our policy has been to educate all of our workmen as closely as possible along specific lines, and to omit no item of equipment that would help make for more nearly perfect service.

The supreme test of efficiency in veneer laying is admittedly the ability to successfully veneer bent shapes. It was on this work that the reputation and growth of our business was founded—this and a quite uncommon bent for artistic matching.

And remember, when you are ready to order we have a complete selection of veneers for your choice.

F. EGGERS VENEER SEATING COMPANY

TWO RIVERS,

WISCONSIN

Buying and Selecting Veneers

There Are Other Things to Consider Besides Figure and Price. Read This One On the Manager.

HE BUYING AND SELECTING of veneers for the panel plant or furniture factory for high-grade work is something that cannot receive too much attention. Yet there are many factories where the buying is done by men who know practically nothing about the quality of the article beyond the figure, and even of this they do not know what effect the finish may have on it.

In many factories the buying is done by the manager. Sometimes he may call in consultation the superintendent; but the men who ought to know, and who do know most about the veneer—i. e., those who lay it and those who finish it—are very rarely consulted when it comes to buying this important article.

The manager of a factory very seldom sees the veneer after it is bought, until he looks at it in the finished article. Consequently, he can have no practical knowledge of the working qualities of veneer, while the men who use it very seldom see it until it comes to their respective departments.

When a man who has no practical knowledge of the working qualities of veneer does the buying, what are the factors which influence him in making a selection? Generally, price and figure are the two main points considered. A veneer salesman once called on a furniture manufacturer who was his own buyer, and, during the talk, showed him a sample of some mahogany veneer which he recommended as quite suitable for backs and drawer bottoms of high-grade goods.

The figure was good and the price was all right for drawer-bottom stock. The manager looked at the sample hard for several moments and did some fast thinking. This veneer looked good to him; better, in fact, than some he was then using on some of the more medium-priced suites; and yet this was two cents a foot cheaper. Why could he not buy it and use it on these goods? Yes, he could do that, and perhaps use some of it on the ends of some of the better grade of dressers and sideboards.

"How much of this veneer have you?" he asked the salesman.

"About 20,000 feet," was the reply.

The manager's eyes glistened; 20,000 feet at a saving of two cents a foot—\$400. He would not let a snap like that go by. "Put me down for the whole lot," he said to the salesman.

When the veneer arrived the veneer man was instructed to use it as a face veneer on a batch of goods that was going through. He took a piece to the manager and said: "The people who sold you this veneer soaked you."

"What makes you think so?" asked the manager.

"You say you want me to put it on that colonial suite that is going through, but it is not fit for anything but insides, drawer bottoms or glass backs."

"Why, man, you are crazy!" exclaimed the manager. "That is a nice figured veneer, much nicer than what was put on the last batch that was put through."

"True, the figure is all right, but the veneer is full of fine checks, and the fiber is broken and loose like scales; and these will show up after the goods are finished," answered the veneer man.

The manager looked crestfallen. He did not know what to do. He did not want to use the veneer if it was as bad as the veneer man said it was, and yet there was too much of it to be used up on inside work. Not only that; he had been depending on this veneer and had neglected to order a better quality. For a moment he was puzzled about what to do. Then he welcomed the fact that there was no other veneer as an excuse for using this lot.

"I don't see anything else to do but use it," said the manager. "I will take chances on it being all right."

It was put on that batch, and the next, and the next, and in due time the first batch arrived at the finishing room. When the finisher saw the kind of veneer that was given him to finish, he told the manager that no finish would stand on such stuff.

"Why not?" asked the manager. "What has the veneer got to do with the finish?"

"Everything," replied the finisher. "This veneer is covered with scales, and with every change of temperature these scales will move, and as soon as the varnish is dry it will check along the edge of every scale."

"Well, what can we do about it now? The veneer is on and we can't take it off," said the manager.

"I have no suggestions to make at this stage of the game, but had I been consulted earlier I would have said to not put it on," replied the finisher.

The manager looked at the finisher as though he would like to say something sharp, but evidently changed his mind, for he contented himself with, "Well, it is up to you to do the best you can with it."

"And it is up to you to foot the bill," said the finisher to himself, as he turned and left the office.

The goods were bodied up and put away in the stock room to dry, and when they were brought out to be rubbed, a faint outline along the edge of each scale could be perceived. When the rubbers began their work they found that this outline opened up into a check. The

WALNUT

You buy shoes from a shoe store because it specializes in shoes. By the same reasoning you should buy walnut where walnut is the exclusive product; where concentration on one wood has made possible specialized study of every point of manufacture and handling. If you would understand the methods which have made our walnut accepted as standard, you are cordially invited "to see it done" at our plant



This Plant produced Seventeen Million Feet of American Black Walnut last year—but will go much beyond that this year.

Pickrel Walnut Co. St. Louis, Mo.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

stock was not fit to ship. The manager's attention was called to it.

"Well, what can you do about it?" asked the manager.

"I can do anything you want done except foot the bill," answered the foreman, in a way that made the manager realize that there was going to be some expense attached to the thing.

"It is up to you now to make them right, so that we can get them shipped out," said the manager.

"I can make them so that we can get them shipped out," replied the finisher, "but it will be impossible to make them right."

"I don't understand you," said the manager.

"Well, you see it is this way," said the finisher. "The fiber of this veneer is very badly ruptured and there is every reason why the next coat of varnish should check along the line of these ruptures as there was for this coat to check."

"Won't your varnish fill up these checks?" asked the manager.

"Yes, but that is not a guarantee that the varnish will not check again."

"But these checks did not show up as bad as this before the stock was finished," interrupted the manager; "and I believe the checks are in your finish and not in the veneer."

"As you say, the checks you see here are not in the veneer, but are in the finish. At the same time, the veneer is checked, as was shown before the goods were finished. Now, these checks in the veneer are the cause of the checks in the finish. Some people have the idea that a finish is put on wood to keep it from checking and going to pieces; and if the goods go to pieces after they are finished, they contend that the finish is at fault. This is all a mistake. A finish is what its name implies—merely the final touch which gives beauty and luster to what is, or should be, a perfectly constructed piece of furniture.

"Instead of the finish being expected to hold the veneer together, the veneer should be in such shape that it will hold the finish. When we put the varnish on this veneer, the latter would expand and contract with the various changes of temperature, and as everything follows the course of least resistance, the expanding would not take place evenly over the whole surface, but would follow along the line of these ruptures in the veneer. This expanding and contracting might continue for a long time without having any perceptible effect upon the finish, if the varnish remained soft and elastic. But as the varnish dries and becomes less expansive, the continual strain along the line of these checks is too much for it, and it gives way. The more varnish there is on the goods the worse the checks will look. This is on the same principle that a crack in a mirror looks worse if the glass is one-half-inch thick than it would if the glass was only one-thirty-second-inch. Then, again, the rubbing breaks into these checks, helps to open and widen

them and make them look worse than when the varnish was in the gloss.

"As I said before, we can refinish these goods and make them passable, so that they may be shipped out, if they are not left to get too dry before they are rubbed. But here is a point to be remembered: They can never be made as good as they would have been had this refinishing not been necessary, because the weak spots are still in the veneer and are liable to break out again after the varnish is good and dry. And the cost of refinishing is likely to be more than the cost of good, sound veneer would have been in the first place."

"Well," said the manager, in a tone that was unusually mild for him, "just go ahead and do the best you can with them, and I will try to see that no more such veneer comes here;" then to himself, as the finisher retired, "I have learned that a man must know something about veneer before he can become a successful buyer."

Try This if You Are Liable to Fits

The queer characters who people some of our southern mountainous countries and who lived for the most part, or who formerly lived, in absolute isolation developed some peculiar habits, some astonishing superstitions, most of which came seemingly from nowhere and would be scoffed at and ridiculed by anyone not a native of that region. It seems, though, that the more ridiculous and far-fetched the superstition, the stronger the hold it had upon its promulgators.

Probably no one looking at the little cut accompanying this item would have, without reading the story, the remotest idea of what the wooden plug stands for. This plug came from a three-foot walnut log that was being cut into veners at the plant of the Roberts Veneer Company, New Albany, Ind. This log, with a good many others and preceded by many more, came from the mountainous country of central Kentucky, from the grassy hollows where real walnut still grows. This plug, cut with a sharp instru-



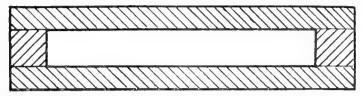
ment of some kind from a piece of walnut wood, was inserted in a round hole bored into a tree possibly a hundred years ago by one of the mountaineers of that time. Before the plug was placed into the hole a tuft of hair cut from the head of the man doing the operation was pasted onto the end that lay nearest the heart of the tree. The superstition was, and we presume still is, that anybody given to fits could get rid of them for all time by cutting off such a tuft of hair, sticking it onto the end of a plug which should be securely driven into a hole bored into a walnut tree. The fits leaving this person would then be transferred to whomsoever was so unfortunate as to find the plug when the tree was cut down.

The finding of these plugs and many other interesting objects—some of which, however, are more dangerous to veneer knives than they are interesting—lends the possibility of interesting speculation to the opening up of almost every walnut log.

Hints on Making Veneered Doors

Build up the cores of dry lumber. Scrap and waste may be used, if the joints are well broken. First, lay the edge strip of the same kind of wood as the veneer. The block may be of narrow strips, or wide enough to resaw and make two stiles, allowing for sizing and thicknessing. The blocks should be heated and put under pressure in a veneer press.

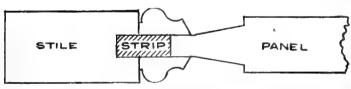
Whether using animal or vegetable glue, be sure to have the glue of the proper consistency, evenly spread on each surface to be glued up. After the glue has thoroughly set, face up the blocks on a jointer. If two pieces are to be made from one block, resaw first. Be sure the core stock is true, straight and out of wind, then plane to thickness, which will be a shade full of the finished thickness of the door, minus



EDGE STRIPS SHOULD BE USED ON BOTH EDGES OF THE CASES

the two veneers. If the veneer is ¼-inch, the block should be full 1½-inch. It is good practice to use a toothing plane on both sides of the core and the poorest side of each veneer.

Look over the veneers, select the side to be used for face, and examine for any small holes or pores where glue might ooze through. Paste a piece of paper over any such places. Warm the veneer, apply the glue to cores and veneer, and brad the veneer at each end so it will not get displaced in the press. Do not drive the brads home, but tend them over, so they may be easily removed. Look out for any drops of glue on the outer surface of the veneer and lay a sheet of paper over any that may be found. Pile up the veneered cores, cover the topmost stile,



IT IS BEST TO USE A LOOSE PANEL WITH A PANEL TRIP

and apply the pressure until a perfect contact between the cores and veneer is obtained.

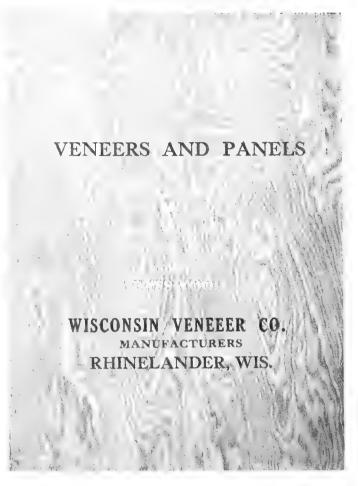
If the doors are to be solid molded edge strips should be used on both sides of the core, but they should be sized to near the finished width first. The veneered cores are now ready for sizing and the doors are then made the same as solid doors. When the panel mold is to be glued on it is best to use a loose panel with a panel strip. To this molding is glued and nailed, first one side, then the panel dropped into place, then the other side is glued and nailed. This method prevents the molding from being pulled away from the frame work.

Astragals and friction beads are applied to the sliding doors by gluing and brading, same as with any first class job. To keep the veneers from adhering to the bed of the press cover the bed with a sheet of zinc. Zinc-covered cauls are also desirable for the same reason.

It is better for the man at the veneer machine to see how much good stock he can get per thousand feet out of blocks than to try to break the record for quantity of cutting.

If you want your own measurement and inspection to be accepted, you must make it so good that it will be generally acceptable.

The man that would make "good" common veneer should not make it too "common."





Laying Fine Veneers

Proper Glue Consistency Has a Great Deal to Do with Good Work



LAYING fine, thin veneers, such as finely-figured or crotch mahogany, Circassian walnut, or butt American walnut, is it necessary to wash off the glue that has been drawn through by the

hot cauls, before a clear, distinct finish can be obtained? That is, prevent glue which has penetrated to the outside, from being noticeable after the goods are finished? We find that unless the washing is done with great care the result is a tendency on the part of the veneer to crack and come loose. The above is one of the problems recently brought to the writer's attention.

In my opinion it is not necessary to wash off the glue in order to obtain a clear finish, provided a water stain is used on mahogany stripe and crotch veneers. Where an oil stain is used it is different. Those parts which allow glue to come through in such quantities are mostly end wood on the face, and the glue which is impervious to oil stain has penetrated every pore and fibre of the wood, consequently the oil stain will not "take," and those places when finished have, in comparison with the other parts, a somewhat faded appearance. This faded effect is more pronounced where a medium dark shade is desired. But where a water stain is used it will penetrate and neutralize the glue and destroy its effect upon the finish. One thing that is sometimes done is to make the stain for crotch extra dark and wipe it off. Of course this must be done quickly or the cloth used in wiping will stick to the glue and smear it.

But all this is a cure. Would it not be better to get at the cause of the trouble and prevent it as far as possible? I do not think that it is possible to entirely prevent glue coming through some kinds of crotch mahogany and Circassian walnut, but I do believe that much of this trouble may be avoided by a judicious selection of core-stock to match the texture of the veneer with which it is to be used, and the proper preparation of the glue. The face of most crotch and some Circassian veneer is end wood and will absorb glue rapidly; to present this a heavier glue should be used. Now, if we are going to use a veneer that requires a thick glue, a core-stock should not be used that requires a thin glue, unless it is well toothed to enable the glue to take a firm hold of it, and then a glue should be used suitable for the veneer. Right here, I think, is to be found not only the cause of the glue coming through, but the cause of much of the coming loose complained of. If a glue is made to suit the core-stock without regard to the requirements of the veneer, the absorbing parts of the veneer will take it all up in the pores and not leave enough beneath to hold it firmly to the core-stock. Then, when we attempt to wash it off (which is not washing "off" but "out," as I presume the face has been scraped and there is no glue left except what is in the pores) the water penetrates the pores to what little glue is left beneath and softens it. Although this washing may have the effect of raising the veneer, I am of the opinion that where glue has been used thin enough to enable it to force itself through in large quantities, the veneer would come loose in time even under the most careful treatment.

Neither do I think that the washing is the cause of the checking complained of. It is a common thing to see fine striped veneer with checks one-half-inch long and one-half to one-inch apart running across the dark stripe, while the rest of the veneer is intact. Let us examine this for a moment. The face of this dark stripe is end wood and very brittle and the contraction of the core-stock would have considerable effect upon it. Much cross-banding that is used is far from being dry, and if it shrinks beneath the veneer, the latter breaks at these hard, brittle spots while the rest of the veneer is tough to resist it. It is the same with crotch and black-butt walnut and some kinds of Circassian. The writer has seen cases where, three months after these veneers were finished, and where no water at any time had been used for any purpose, they have checked in scores of places and the edge of the veneer at the check curled up from the core-stock.

Another thing to which too much attention cannot be given in laying these fine, delicate veneers, is to see that the cross-banding is laid right side up. This important detail is very often overlooked in the belief that the face veneer will cover and hide all defects. Much of the heavy rotary-cut cross-banding is very scaly on the wrong side, and if it is laid with this side up many of the scales are strong enough to raise and break the face veneer in these tender places.

B. M.

It is not an unusual thing, especially around planing mills using veneer, to find a warm room or compartment used for drying out veneer and core stock. They are also being found more and more in connection with furniture factories, and they help in a way, but not always in the right way.

Any man with a room of this kind, or who contemplates setting up and using a warm room, either for stock previous to gluing or for setting after gluing, should remember that ventilation is essential to drying, even in warm air. The warm air will take up only a limited amount of moisture from stock piled in it, and to do the drying out as it should be done the warm air in the room must be carried off and fresh air let in. The air is a vehicle for taking up and carrying off the moisture, and if ventilation is not provided so that fresh air may be coming in all the time, the air in the warm room becomes saturated and remains there, with the result that the stock becomes warm, but not dry.

So have the warm room, but ventilate it to get good results, for merely heating stock is not drying it, and proper drying calls for air to pass through the stock and out.



Indianans in Eighteenth Annual



If anything can be judged by the actual attendance at the gatherings of the Indiana Hardwood Lumbermen's Association, Indiana is coming up as a lumber producing state rather than losing strength, and as a matter of fact if one got right down to close figuring, it would be found that the Hoosier state is still to be reckoned with as one of the leading hardwood producers in the country. But even though it may have been losing in quantity of production, it has maintained quality with unvarying consistency, and it is still in the front ranks in the measure of its loyalty.

But the eighteenth annual of the association held at the Clay-pcol hotel, Indianapolis, on Wednesday, January 17, certainly was calculated to make one stop and wonder at the number of manufacturers in the Hoosier state and at the very evident increase in the membership list.

President Daniel Wertz of Evansville opened the session with a very interesting talk, in which he emphasized the need for getting prices for lumber more commensurate with the figures paid for other commodities. Mr. Wertz's paper follows:

Not only the farmers are getting a large advance in their product but most other commodities as well. True, there have been advances in some kinds of hardwoods, while in others there have not. I refer to oak, both plain and quartered, in FAS and No. 1 common, which have not advanced any in price from a year ago. Take this into consideration and the advanced prices which oak logs are costing, not so much as to price per thousand feet but as to size and quality, compared with 1915, also the increased cost of labor of 10 per cent, I think you will find the increased cost of your product to be 15 to 20 per cent. * * *

As I have already stated, other hardwoods are selling at advanced prices, with good prospects for further advances, and with the present conditions and outlook I think it will only be a short time until oak will be in a much better demand and selling at profitable prices, as the country never was more prosperous than at the present time.

On conservative estimate it was recently stated that of the 60,000 successful corporations doing a business of \$100,000,000 a year more than 50 per cent make no attempt to charge off for depreciation; that about 10 per cent of merchants and manufacturers are aware of the actual cost of their products, 40 per cent attempt to estimate this cost and the remaining 50 per cent have no method of determining the cost of their products and put prices on their goods arbitrarily. I would recommend to the members of this association that accurate knowledge of the cost price is essential to the well being of every industry, * * * that ruinous price cutting has in a large measure been the result of ignorance of the actual cost of the articles on sale. * * *

The furniture factories have had an abnormal business the last year with an increase of at least 35 per cent over normal production, and as they use a large percent of lumber all we need to do is to step into a furniture store and see the styles of furniture that they are putting on the market and you will readily see that there is a much smaller percent of oak furniture being made than ever before, thereby reducing the demand for oak lumber and increasing the demand for cheaper woods, such as gum, elm and maple, or woods of that class, which are today selling at an increased price of 20 to 25 per cent with prices advancing almost daily,

and if these woods continue to advance, which they are almost certain to do, it will only be a short time until oak will be in a much better demand and selling at advanced prices.

J. C. Nellis, who is in the United States Forest Service work at Washington, D. C., stated at a recent meeting of the Evansville Lumbermen's Club that the annual production of all kinds of lumber for last year was 40 billion feet, and at this rate of cutting there would be enough stumpage to last sixty-nine years, not including anything for the growth during that time; that there were 50,000 sawmills, large and small, and of this amount 10,000 produced 70 per cent of the lumber, showing that the larger per cent of these mills do not run regularly, and that in most instances mills are idle. A large number of these mills are controlled by farmers and plantation owners, who operate them only when the lumber market is good or the crops are poor, and in the course of only a short time there is an overproduction of lumber on the market.

He stated that the pine manufacturers are trying to arrange their production to suit the requirements and demand, in order to avoid an over-production and decline in the market, which results in a loss and paralyzes the market conditions. He also stated that tak was third in production with 3 billion feet annually, Indiana ranking ninth; and you will no doubt be pleased to note that Indiana still has ninth place in this production, as the general impression is that Indiana has no timber and has not had for several years.

There followed the report of Secretary Richardson, in which he offered the applications for membership of seventeen firms and the report of Treasurer Buckley of Brookville, showing a satisfactory balance.

The president appointed committees on officers' reports and nominations.

W. A. Guthrie of Indianapolis, chairman of the forestry commission gave an informal talk on the possibilities of profitable forestry in the state of Indiana. He described in detail the forestry nursery and reserves in the southern part of the state, and emphasized the need for more co-operation in this work on the part of the lumbermen. He cited cases which prove that trees can be grown profitably in Indiana and said that the greatest success has come from transplanted seedlings as compared to the natural growth in cut-over forests. These seedlings are always available to anybody desirous of securing them and willing to pay the cost of shipment. Mr. Guthrie stated that ash grows more rapidly than any of the other woods, although poplar, oak, walnut and similar varieties have been planted successfully.

Charles H. Barnaby of Greencastle, as chairman of the inspection committee, confined his talk to reference to the coming meeting of the National Hardwood Lumber Association and referred especially to inspection and possible changes in rules maintained by that body. Mr. Barnaby said there has been practically no change now for four years. He stated that it is quite likely that the grade of selects will be offered and adopted at the coming meeting in June.

The report of Walter Crim, chairman of the membership commit-



INDIANA HARDWOOD LUMBERMEN AT ANNUAL BANQUET, INDIANAPOLIS, JANUARY 17

tee, referred again to the list of new members formerly read by the secretary.

Secretary Fish of the National Hardwood Lumber Association reviewed the close connection which Indiana has always maintained with his organization. He stated that of the ten presidents who have held office in the twenty years of existence of his association, six have come directly or indirectly from Indiana.

Getting to the question of inspection and grading rules, Mr. Fish emphasized the need for presenting any proposals for changes in inspection to the inspection rules committee not later than the date of its meeting in Chicago, March 14, 15 and 16. Any changes submitted at that time will be given all due consideration, but it will be impossible under the by-laws to consider any suggestions submitted later. In referring to various conferences with delegates of woodworkers, Secretary Fish said that the executive committee of the National association has ruled against further conferences because of the impracticability of getting together that committee of the National organization, which is composed of men who reside in twelve or fifteen different states. The executive committee has hence requested of consuming organizations that their suggestions for grade changes be submitted in writing in the usual way.

Mr. Fish closed his talk with an urgent invitation to all of the members of the Indiana association to attend the convention of his association in Chicago on June 14 and 15.

The Indiana lumbermen had the opportunity of becoming acquainted with their governor, James Goodrich. Gov. Goodrich made a very favorable impression with his very evident sincerity and suggestion of efficiency and business ability. He stated that he found the only link between himself and his audience was his desire for a greater conservation of the resources of the state, as he said he has come to consider the lumber business in Indiana as a vanishing industry in keeping with the disappearance of the former wealth of natural gas and of coal. He deplored the prodigality of peoples under democratic government, stating his belief that a greater efficiency and a more near approach to common sense in the administration of our affairs and of our resources must come, and that in the near future. Gov. Goodrich said that he is endeavoring to provide for a conservation commission for the state of Indiana that will administer all of the state's resources, but that it is difficult to effect the passage of a bill to provide for the appointment of such a nonpartisan commission to serve without compensation in view of the influence of politicians in both parties who do not want appointments carrying with them good salaries eliminated. The governor expressed the desire that some day either through this conservation commission or by some other effective means, reforestation could be promulgated in the southern part of Indiana.

Former mayor Charles Bookwalter of Indianapolis has livened up the past few meetings with his addresses. He spoke this year along the same lines as Gov. Goodrich, namely, the need for converting that part of Indiana land which is adapted to the forests, into reforested areas. He desires to have trees planted at every opportunity and wherever there is room for them, and where the conditions will make for their proper development. Mr. Bookwalter made a very strong plea for betterment of Indiana roads, which could be effected by their removal from the domain of politics and their administration by a commission operating along well-defined and consistent lines.

At the close of Mr. Bookwalter's address, the association went on record as approving the proposed state highway bill.

Other speakers were W. W. Knight of Indianapolis, who, in discussing trade conditions, expressed a very cheerful view of the situation, saying that the only condition causing any concern is the eastern embargoes.

J. V. Stimson moved that E. C. Atkins & Co., Inc., Indianapolis, be extended a vote of thanks for the convention badges which were furnished by that company.

On motion, the association appointed W. A. Guthrie of Indianapolis as its nominee for appointment on the state forestry commission.

The nominating committee then reported with recommendations for the election of the following officers:

President: Daniel Wertz of Evansville; first vice-president, Walter Crim, Salem; second vice-president, George H. Palmer, Sheridan; secretary, Edgar Richardson, Indianapolis; treasurer, James Buckley, Brookville.

After the convention was over and the members had spent an hour or so visiting in the lobby, they gathered again in the Riley room at the Claypool for a very successful banquet.

The January Furniture Shows

The January display of furniture this year brought together many of the well-known firms. Little radical was brought out in the way of new designs or in different treatment of the old patterns. Period furniture is still popular, and plenty of Queen Anne and William and Mary are in evidence.

No new woods have come in and none of the important old ones have gone out. The nearest approach to total disappearance is in the case of Circassian walnut. Practically no circassian logs have reached the United States for more than a year, yet this beautiful oriental wood is not entirely absent. It is still found now and then in a piece or set of furniture, which is probably a hold-over from past years. Neither are French and English walnut wholly absent, though they are scarce. In some instances it is possible that they pass for Circassian.

Apparently, black walnut has not passed the zenith of its popularity. At any rate it makes a nice show at the exposition. Possibly the lighter finishes have gained in popularity during the past year, but all finishes are in evidence, from those nearly as light as butternut to others approaching the shade of ebony. This wood finds use in grades at the top, and likewise in classes a little more common. Nobody has registerd any complaint that walnut is not to be had in amounts as large as are wanted. Combinations of walnut veneer with less expensive woods in the solid parts make walnut goods available to many who formerly could not buy furniture in this beautiful wood.

Old, reliable mahogany is still with us. Other woods may come and others may go, but this one goes on forever. Styles of finish for this wood were standardized generations ago and not many changes are seen. As this wood comes wholly from foreign countries, and ocean freights are high, no one is surprised that mahogany shows no tendency to become cheaper. As usual, a good deal of birch is worked in as parts of mahogany furniture, for the purpose of strengthening the parts which must meet the greatest strain. Gum is also used very effectively in combination.

While maple is as pretty as ever, yet, if one may judge by what is shown in the exposition, it is not in quite so much demand as it was a few years ago. However, the wants of all who desire it can be amply supplied.

Oak furniture keeps on its everlasting course. There is some variation in finish and style, but the wood is always in evidence in the whole line of furniture from the best down to that which is quite common. Plain and quartered go side by side, and it is difficult to see that one is gaining or losing in popularity. The possibilities of variety are just beginning to be appreciated, and, many new effects may be looked for at future shows.

Red gum gains steadily, both on its own account and as an imitation of other woods. It finds a place in kitchen and pantry furniture and keeps on up the scale until it has pretty well filled the gap created when Circassian walnut became costly and scarce.

The manufacturers of chairs some time ago decided to boost their prices a little, so they might have a better margin of profit. It is now in order for the manufacturers of chair stock to see what can be done in the way of obtaining a little more profit for the manuat the raw material end.

Even though the modern automobile seemingly contains but little woodwork it has made necessary the inventing and building of number of special woodworking machines, particularly for wheel work and steering wheel rims.

* Uniform Hardwood Cost Accounting

XX.

Editor's Note

*The following is an address delivered by F. H. Hoskins, Morehouse, Mo., at the annual meeting of the Gum Lumber Manufacturers' Association at Memphis, Tenn., January 20. Mr. Hoskins is chairman of the Cost Committee of the association.

In submitting a report on a uniform cost system, or accounting system, for use in the production of hardwood lumber, we realize there are a number of objections in the minds of some operators—some of whom may be members of this association-who have installed cost systems-to taking the matter up. The feeling no doubt exists among some that their businesses are unique matter up. and that no system can be devised that would give them the true costs. It is true, no doubt, that some lines of manufacture lend themselves more readily to the installation of a cost system than others but we believe also that no line of manufacture is so complicated that a system cannot be devised which will give reasonably accurate results. In his book on "How to Find Factory Costs," C. Bertrand Thompson makes the following statement: "A cost system is the most valuable bit of insurance the concern can have, for it is an insurance against expensive mistakes and when properly installed and operated, the expense of this insurance is really worth more in proportion to its benefit than that of any other kind," And again: "The most evident reason for an accurate cost system is the necessity of covering more than the cost of the product in the sale price."

There are those in the lumber business who advocate a daily cost statement showing whether or not the day's operation has been profitable, and, on the other hand, there are those who advocate the keeping of costs in such a manner as to have a continuous statistical record of the cost and selling values of lumber from month to month and year to year. It is the last mentioned method which we advocate and which will be made the basis of our report. believe it is possible to adopt and maintain a universal or uniform system of cost accounting in this business. When an association such as ours has established a system whereby statistics of such vast importance and profit for its membership as has been the case thus far have been furnished its members, it has gone a long way toward standardization. The question of the standardization of a cost system such as some associations have done, it would seem, would be a proper question for discussion and thought. Where a business is non-competitive the need of a cost system is not so much realized, but in a competitive business such as ours it is not sufficient for one manufacturer alone to know his cost, but it is to each member's advantage to know that his competitors are able to accurately figure their costs. As stated by Roger Babson, "a man who does not know his costs muddies the water for those who do; because, while he will finally go bankrupt and thus be eliminated, still his competition is disastrous while it lasts, and even if he is eliminated, some other person is likely to take his

The cost of installing and maintaining a cost system should be considered just as much as an investment on which a fair return is to be expected, as is the case where improved machinery is installed to take the place of old, worn-out, or out-of-date machinery. It is necessary for the business man's success that he know on what articles he is making a profit and on what he is incurring a loss. Competitive conditions are seriously disturbed where losses on one or more articles are recovered by profits on others. A manufacturer should know the cost of every article manufactured, and in the case of lumber, this would mean the different kinds of wood manufactured, and he should also see that every article manufactured bears the proper share of the general overhead expense.

The Federal Trade Commission is keenly alive to the value of accurate cost information, and is urging manufacturers to determine their costs accurately in the interest of better trade conditions. It believes that anything that is of benefit to an industry is of benefit to the public, and it has publicly stated that it is of the opinion that the nearer cost systems average uniformity the more valuable will be the results.

Systems and cost statements innumerable, showing every conceivable phase of the cost of manufacturing lumber and how these costs should be arrived at, have been presented for discussion in the past, but there is still little uniformity of opinion among lum-



F. H. HOSKINS, MOREHOUSE, MO.

bermen or lumber accountants with regard to certain essential features of the business, and it is somewhat of a job to devise a single system that will adequately take care of the costs in every mill, as we must bear in mind that the requirements of different mills vary, and also that each lumberman has his own, generally very definite, ideas on the subject.

A cost system is useful even though it is incomplete, but its efficiency depends very largely upon the schedule of accounts behind it.

The cost of producing lumber, like every other article manufactured, is divided into three elements, namely: Material, labor and expense. We shall not go into the discussion in this report of direct and indirect material, and direct and indirect labor, but these details can be worked out in the installation of a cost system which, we hope, will grow out of discussion and information obtained, of which this report should be the basis. We recommend the installation of a cost system departmentalized as follows: Stumpage, Logging, Manufacturing, Yarding, Sales, Shipping, Overhead.

If the charges to these different accounts

If the charges to these different accounts have been properly made, the final results should be fairly accurate.

STUMPAGE

Stumpage should be figured at market value. In determining the market value we must consider the quality of the timber, its accessibleness and distance from market and what it would cost to replace the stumpage under similar conditions at the then particular time. We do not feel that it is fair to consider stumpage at its original cost value alone.

LOGGING

We recommend a system that will enable you to readily ascertain the cost of the logs, delivered to the mill, of each particular kind of wood. This should be reflected in the cost statement whether the timber is owned outright by the operator or whether it is purchased from outsiders. We think that the logging expenses can very profitably be divided as follows: Timber cutting; Feed; Hauling; Skidding; Loading; Spur and main line haul; Spur track construction, repairs and maintenance; Locomotive, skidder and rolling stock operation, repairs and maintenance; Supplies of all kinds; Depreciation; Overhead.

The details of an operation of this kind can be left to the individual operator, bearing in mind that the idea is to determine the total cost of each different kind of logs delivered to the mill. Whether the skidder or tramroad should be considered as a separate department might be left to the operator. The cost of the construction of new spurs or tramroads should be kept separate, and the life of the tram should be estimated according to the timber adjacent thereto, and a depreciation charged yearly so that when the timber has been removed, the cost of the tram will have been entirely eliminated, with the exception of the steel rail. And we also recommend that a depreciation on the steel rails should be made so that at the end of the plant operation the rails will have been charged off.

The above general factors of the log cost can be further subdivided, if desired. For instance, the operation of the tramroad could be further subdivided to show the cost of labor, fuel, oils and lubricants, tools and other supplies, repairs and maintenance of locomotives, repairs and maintenance of cars.

At the end of each year an inventory should be taken of the logs on hand put out by the logging department, and a profit and loss statement prepared showing the operations of the logging department for the year.

Manufacturing

After the logs have been delivered to the mill by the logging department, we would suggest that the logs be scaled as they go into the mill, and a record kept of the scale and tabulated and entered into a permanent record each day in the office. The log-

ging department would be credited with the logs on the basis of this scale at the market price, and a profit or loss shown thereon. By using the same scale, the production of lumber can be closely estimated by means of the overrun or shortage, depending on the kind and size of logs manufactured. We would have to base the estimate for shortage or overrun on the past experience of the operation. We believe this would be sufficient for all practical purposes, and would eliminate the necessity of measuring the lumber at the slip in order to determine the daily output. The manufacturing expense based on the production of lumber should be divided substantially as follows: Labor, Saws, Repairs to mill machinery, Repairs to buildings, Repairs to boilers and engines, Power house expense, Slip, Oils and waste, Depreciation, Overhead.

We believe it is advisable to keep a separate account for power house operation because, in many instances, power is delivered to other departments which departments should be charged with the power on the basis of the amount used; and again, there are those, no doubt, who furnish water and light to the municipalities in which their plant is located, and it would be manifestly improper to charge this expense to the cost of the lumber produced. We believe the expenses of the filing room, including the wages of the filers and helpers, and the cost of new saws, should be kept separate and a reserve account created which would be credited with a fixed amount per thousand feet on the lumber produced and the amount charged into the cost. This would prevent the charging into any particular month's cost of an excessive amount for filing or new saw expenses, and proper adjustment could be made at the end of the fiscal year.

KILNS

Next would come the kiln expenses, which we would divide on the basis of the total amount of lumber produced at the plant as follows: Labor, Repairs and maintenance, Oils and waste, Depreciation, Overhead.

The expense of delivering the green lumber from the mill to the kiln should be charged to the kiln, and also all expenses entering into the lumber coming out of the kiln. The expense of loading the lumber should be charged to the shipping department. But in case the lumber is removed from the kiln and piled, all such expense should be charged to yarding.

YARDING

Next would come the yard expense, which we would divide as follows: Trucks and stacking, Repairs and maintenance of trams and roadways, Repairs and maintenance of foundations, Repairs and maintenance of lumber buggies, Stacking strips, Depreciation, Overhead.

There would not be charged under this head any part of the expense of shipping except the repairs and maintenance of trams and roadways, which should be distributed equally between this account and the shipping account.

SHIPPING

Next would come the shipping expense based on the number of feet actually shipped. This we would divide as follows: Inspection and loading, Repiling and regrading, Repairs and maintenance of trams and roadways, Superintendence, Depreciation, Overhead.

SALES

The expense of the sales department, we think, should be based on the amount of lumber produced, rather than on the amount of the sales or shipments. From an accounting standpoint it is advisable to create a reserve account and a fixed amount per thousand feet, as demonstrated by past experience, should be credited on this account and the cost account charged with the amount. This would keep the charge to costs uniform, as the department must be maintained and the lumber eventually sold, and it is only fair that the expenses be charged to the cost of production sufficient to cover this ultimate expense. The subdivision of accounts for this department, we think, should be as follows: Salaries, Office supplies, Association dues and assessments, Postage, Telegraph and telephone, Traveling, Advertising, Sundries.

GENERAL OVERHEAD

This brings us down to general or overhead expenses, which should be based on the amount of lumber produced, and which, we think, should be divided as follows: Salaries of officers, superintendents and office; Postage, Office supplies, Office expenses, Telegraph and telephone, Legal expenses, Sundries.

The plant overhead, such as fire, boiler and liability insurance, and taxes, should be charged direct to the particular department, but insurance on office or administrative buildings must be charged

to general overhead.

In other words, expenses of every kind connected with the business, none of which can be directly located as belonging to a proper department, should be charged to general overhead. These expenses, while general, are a part of the cost of manufacturing

lumber, so they cannot reach the department direct; hence, a method must be devised for them to reach the cost sheet in an indirect manner, but the method at the same time should be so planned that each department will receive its fair proportion of the total. This distribution we recommend be done on the basis of the productive labor charged to each department. This constitutes all of the elements of cost excepting the item of interest.

The question of interest on investment to be charged in the costs is one on which accountants differ. The Federal Trade Commission has issued a pamphlet the title of which is "Fundamentals of a Cost System for Manufacturers," and on page 14 the following statement with reference to interest appears: "Cost accountants and industrial engineers for comparative and statistical purposes almost unanimously advocate including interest in cost, and so far as interest is included in cost for comparative or statistical purposes, it serves a useful purpose." While the commission has taken no definite stand with respect to the theory of interest, it realizes that for comparative or statistical purposes inclusion of interest is advisable. We would, therefore, recommend that interest on the capital invested, say at six per cent, be taken into account and considered as a part of the cost of manufacture; but in preparing profit and loss statements the interest so charged should be returned to income under the specific caption "Interest on Investments."

DEPRECIATION

Inasmuch as depreciation is an impairment of the value of an asset by reason of wear and tear, we recommend that depreciation be charged direct in every case. In other words, in the log cost depreciation on log wagons and teams used in hauling should be charged to hauling. Depreciation of loaders and skidders should be charged to loading and skidding. Depreciation on rail should be charged to log spurs. Depreciation on locomotives and cars should be charged to tramroad operation, etc.

Depreciation on sawmill should be charged to manufacturing; on machine shop to machine shop department; on planing mill to planing mill department; and on kilns and yards to the respective departments. The depreciation on sawmill operations should be figured on the investment in each department, the charge depending entirely upon the value of the plant and the amount of timber behind it. It must be large enough, however, to take care of the plant investment by the time the operation is finished. In no case should depreciation on plant or plant facilities be charged in the general overhead.

PLANING MILL

This brings us down to the planing mill, if a planing mill is owned and operated. Where stock is taken to the planing mill and no further work than surfacing and resawing is done, a sufficient handling in the accounting department would be to charge the "lumber shipments" account with an established figure per thousand feet for so working and crediting a corresponding account in the planing mill department, that is, an account which might be termed "surfacing and resawing." We think this method is advisable because it would then be unnecessary for the planing mill to stand any differences in the grade of lumber because of this operation and because sufficient margin of profit is not added to the price to justify the planing mill as a separate department to stand any deductions for off-grade. If the lumber is furnished to the planing mill for the purpose of producing or finishing into a different product, such as ceiling, siding, etc., the Maning mill should be charged direct with the material at its market value in the rough, and the particular kind of lumber used should be credited in the same manner as if a shipment in the rough had actually been made. When the product is actually shipped, the "'planing mill product account" would then be credited with the amount of the shipment. The subdivision of costs at the planing mill would be divided as follows, which are practically the same as the sawmill: Labor, Building repairs, Machinery repairs, Saws, bits, and knives; Belts and belting, Oils and waste, Depreciation, Insurance, Sundries.

It should also be charged with a proportion of the "general overhead and office expenses" as well as a proportion of the "sales department" expenses.

There are instances in the manufacture of lumber at the planing mill where it is not feasible to keep costs for statistical purposes by treating the output as a whole. A special cost report on such stock should be made on a blank provided for that purpose and turned into the office where proper record is made of the cost and proceeds of all special orders.

In order that the material to be used at the planing mill and reworked into planing mill products can be easily arrived at, a form of requisition to be given by the planing mill foreman or superintendent should be made in duplicate on the superintendent of shipping, the original of which is turned into the office with the tally of the lumber furnished and the duplicate retained by the splaning mill foreman for his information or for the information of the office should the original be lost.

MACHINE SHOP

The machine shop, if owned and operated, should also be carried as a separate institution, and it should be charged with the labor, machinery, repairs, insurance on the plant, oils and waste, etc., the same as any other part of the plant. Included in this department should be the blacksmiths, the machinists and millwrights. A daily report should be made by the millwright and master mechanic of the time put in at the different parts of the general plant, including the railroad, and a charge made to these divisions sufficient to cover the machine shop expenses and the machine shop account credited with the amount. These reports should be consecutively numbered and kept filed until the end of the month and the whole amount included in one entry.

It is our theory and recommendation, that the cost system should not be kept separately from the general books. By keeping a voucher system and a voucher record, these different subdivisions can be easily and accurately kept as a part of the general accounting system, and before trial balances, etc., can be made from the cost or general ledger these accounts must be up in shape. In this manner you do not have to depend upon clerks to keep an individual cost record, and the only chance for anything to be overlooked is the fact that it has not been entered on the books.

In conformance with the above recommendations we submit as a part of this report statement forms to be used in compiling log cost, lumber cost and overhead expense which, if adopted by the association, will require in connection therewith a schedule of accounts. By that we mean a brief description of how the entries of each item of cost are to be made.

We also submit a statement form for arriving at the cost of each kind of lumber manufactured, and recommend the keeping of costs separately on each different kind of wood.

If several different kinds of wood are manufactured at the same plant, it, of course, must be known that the manufacture of oak and the cost of oak lumber will exceed the cost of gum lumber, or cypress, etc. The question of determining the actual manufacturing cost is one to be considered. As accurate a method as we think of is to time the production of the different kinds of lumber through the mill for a given period, and then take the cost per hour of the plant and in this method determine the percentage of cost of each different kind of wood manufactured during a certain period of operation and use this information for obtaining separate costs.

Unless this method is followed, we do not feel that we are prepared to submit at this time a scheme of accounts which will enable you to figure the actual cost of manufacturing each kind of lumber, and we would then propose, for the present, taking the average cost of producing all lumber and adding the stumpage value of each kind to this average price. We have given this matter considerable thought and have arrived at no other conclusion which we can recommend to you at this time. We recommend this separation of the cost of each wood to be made both in the manufacturing department and in the sales department so the profit or loss can be determined on each kind of wood manufactured. We do not think it would be wise at this time to attempt to ascertain the cost of each different grade or thickness of lumber, It might be argued that this can be accomplished and that it will cost less to manufacture low-grade stuff than it will cost to manufacture high-grade stuff. If you are sawing for grades, we believe it will cost as much to saw up a low-grade log as it will a highgrade log, because the sawyer must be watching the low-grade log in order to get just as high grade of lumber as possible just as closely as he watches the high-grade log.

Our recommendations, therefore, for the present, in this respect is that we consider the cost of production of each different kind of wood and ascertain the correct selling price when it is shipped, so that the cost and selling values should be based on the product

as a whole and not as to grades.

It might also be argued that it will cost less per thousand feet, board measure, to produce thick lumber than thin lumber. We are willing to agree to this theory. But we think it is impractical at this time to carry the costs in the lumber industry to such an extent that the cost of the different grades and thicknesses of the lumber can be obtained accurately. We prefer to feel our way and overcome the difficulties as they arise. It is a different operation to where a particular product is turned out by a particular machine, and in our opinion the only thing feasible to begin with is to determine the output of your mill as a whole, basing it on board measure, whether thicker than one inch or thinner than one inch.

The question of supplies is one that deserves the attention of every one. A well-regulated plant should maintain a supply department for supplies of every kind which cannot be charged direct to some particular department. A capable man should be kept in charge of this department, and no supplies should be de-livered to any department except upon a written requisition of the foreman of the department needing the supplies, or of the superintendent. The storekeeper should be provided with books

and blanks so as to keep a continuous or running inventory of all stock on hand.

This should be kept in such a manner so that he can, at a moment's notice, tell how much of any particular item of stock he has on hand, what it has cost, and whether the price is inclined to fluctuate. He should also be provided with recapitulation sheets which will enable him to report at the end of each week to the office the supplies furnished each different department, and the supply department will then be credited in the office and the different departments charged by voucher.

Requisitions on the supply store should be numbered consecutively and a record of the number in each foreman's possession should be kept at the office, and these requisitions should be turned into the office by the storekeeper with his recapitulation sheets,

which are checked in the accounting department.

Another item of cost which should be carefully looked after is the lumber manufactured by the concern itself and used in the maintenance of its plant or in new construction. No lumber should be used without a charge being made for it. In this manner only can we determine what the logs are producing, or the cost of the lumber produced. The lumber furnished to different divisions of the plant and furnished to the planing mill should be charged at the regular market price of the lumber f. o. b. cars. There is no reason why the concern itself should pay less for its supplies than it can sell them for to someone else.

We have not gone so into detail in the matter of costs that it is impracticable for anyone to keep them. A much more detailed system can be worked out but we have endeavored to show a system that is workable and at the same time we believe will give

satisfactory results for the purposes of comparison.

We submit this report and recommend its adoption, knowing our short-comings, and trust it may lead to a liberal discussion. We strongly urge upon the association, however, whether or not our report is adopted, the necessity of having a recognized uniform system of accounting and a recognized standard of cost production.

New Rate Making Opposed

The special committee of transportation of the National Lumber Manufacturers' Association held a special meeting at the La Salle hotel, Chicago, January 16, to take action on a matter of suggested change in determining rates on lumber. The proposal came from Fred Echs, examiner for the Interstate Commerce Commission, and those at the meeting regarded the proposed change so radical that caution demanded it be opposed, which was done in a report signed before the adjournment of the meeting.

It was the proposition to establish a 50,000-pound minimum car, and from that point grade up and down. Among those attending the meeting were attorneys representing different lumber associations: L. C. Boyle, W. A. Wimbish, J. H. Burchmore, and Thomas Jeffreys. Various lumber associations were represented by officers, and they registered the disapproval of their associations to the proposed change. The committee embodied the general disapproval in the following report:

The interests here represented feel constrained to unequivocally oppose the plan suggested; and, without now setting forth the grounds and reasons in support of their conclusions, submit the following general condiserations:

(1) It was announced by the commission in its circular of June 20, 1916, and again at the beginning of this hearing at Chicago that the (1) It was announced by the commission in its circular of June 20, 1916, and again at the beginning of this hearing at Chicago, that the matter of rates would be excluded from consideration, and no evidence with reference thereto was to be regarded as pertinent to this inquiry. The plan proposed has direct reference to the matter of rates as based on transportation costs, and only incidentally concerns the classification of lumber and products related in rates to lumber.

(2) We are convinced, after discussion and consideration, that the plan proposed is unsound in principle, experimental in character, and incapable of satisfactory practical application.

(3) The plan proposed, as a basis of rate making to be applied to the great lumber industry and its allied interests, is revolutionary in its nature, uncertain in its effects, and demoralizing to the trade in its tendencies; and by providing rates that will vary according to the single factor of carloading threatens to perpetuate and intensify that very lack of uniformity which it is thought was the primary purpose of this investigation to mitigate or remove.

which it is thought was the primary purpose of this investigation to mitigate or remove.

(4) Both carriers and shippers generally are satisfied with the present basis of rate construction, subject only to such changes in classification as would promote greater uniformity; and we therefore suggest that the commission should not on this record propose and prescribe a radical change in rates without a finding after full hearing that the present system or basis is unlawful and in violation of the act to regulate commerce. The interests here represented therefore earnestly request the commission to disapprove this method of arriving at the rates on the sole basis of carloading, as proposed by the examiner, and to confine its conclusions to the issues defined by the commission at and prior to the hearing.

R. H. Downman, president of the National Lumber Manufacturers' Association, will go to Washington to present the matter to the Interstate Commerce Commission.



The Lumberman's Round Table



The Market for Wood

An interesting by product of the northern sawmills is kindling wood, which is sold in large quantity in Chicago and other important markets within reaching distance of the mills. The wood is cut to uniform size at the mill, and is handled by wholesalers, who sell it to coal dealers and others who are able to market it to consumers without much difficulty.

The demand for wood is not quite so heavy in Chicago as it formerly was, owing to the increasing number of apartment houses. In the winter time the apartment house is heated continuously, whereas the householder often has to rekindle his fires with wood. But apparently the wholesalers who are interested in the sale of the wood are finding it possible to extend their markets and keep the supply

The most interesting feature of this business is its definite contrast with the situation of the millmen in the South, where the waste must be burned up as the only way of getting rid of it. The fact that timber is plentiful and wood cheap means that the markets are not great enough in nearby cities to pay the cost of transportation and handling.

This is another economic waste, but not commercially; for it would be a waste of effort, from this standpoint, to spend time and labor in preparing for the market a product whose sale would not involve a profit.

Timber Bonds Good Investment

No less an authority than the Saturday Evening Post recently put its O. K. on timber bonds, with the usual qualifications. The writer of the article referred to started out by saying that timber itself is an excellent investment if bought right, and urged those in a position to do so to be on the lookout for bargains of this kind. Then, proceeding to a discussion of securities based on timber values, he looked with some question at stocks in timber companies, but apparently regarded bonds as desirable holdings. The only proviso was that the purpose of floating the bond issue should be for operating purposes, and not merely to enable the sellers to get from under; but as knowledge of the circumstances under which any industrial security is offered should precede a purchase, this qualification cannot be regarded as suggesting that unfavorable conditions surround timber bonds any oftener than any other class.

As a matter of fact, many extremely successful lumber manufacturers, wise enough to look into the future and anticipate their timber requirements, have purchased properties which involve some financing, in the way of bond issues, to take care of the carrying expenses. In most cases the timber is purchased at an attractive price, so that it will stand the expense of carrying, and, under normal conditions as to increase in value, pay a nice profit on the transaction when it is decided to operate.

It is hard to see how a bond of this kind could be improved on for investment purposes, since the property itself is being held, not for speculation, but to supply the legitimate needs of an active operating company. Taking all these things into account, the conclusions of the Saturday Evening Post financial expert must be accepted as sound.

Another Wood Product

An interesting line appearing in a recent article about the experiences of a nurse in the war zone is to the effect that the Germans have developed a substitute for absorbent cotton in the form of a wood fiber, and that it has been a complete success for packing wounds.

This report is interesting, and it is to be hoped that fuller details regarding it may become available a little later on. At any rate, the war will probably not last a great while longer, and when peace is declared, if not before, it will be possible to find out all about the

If it has been as successful as the report indicates, it is quite likely that it will be used permanently. Wood can be prepared rather cheaply by modern mechanical and chemical processes such as are

used in the paper business, and there is no special reason why cotton should be favored for this work. On the other hand, with cotton selling at present prices, and the chances favoring high-priced cotton for a number of years, if not permanently, the advent of an absorbent material made of wood will be hailed with satisfaction, if not delight.

Does Medical Service Pay?

Dr. Richard C. Cabot of Boston, whose contributions on medical subjects to popular magazines have given him considerable note of late, recently expressed a doubt as to whether the work performed by big corporations, not a few of which are in the lumber and woodworking fields, in the direction of providing medical service, emergency hospitals, etc., is economically profitable, and concluded that employers would probably have to do it, for altruistic reasons.

But while most manufacturers want their workmen to be well and happy, to have few or no accidents, and to be protected by all the safeguards which modern industry has learned how to throw about them, such work is definitely and actually worth while from the dollars and cents standpoint. The compensation laws have been a great factor in bringing this about. The employer must pay according to the term of disability of the injured employe, and there is consequently a distinct advantage in getting him back to work quickly. Therefore the employer who has a physician or nurse at the plant, who sees that all hurts are properly dressed and redressed, so as to prevent infection of wounds, and who spends some money along preventive lines, will reap his reward in a reduced loss ratio. And while he may be earrying insurance, his premiums are going to reflect the experience of the company along this line.

It is all right, in fact highly desirable, to have the proper outlook on work of this kind, and to feel that it would stand whether it was profitable or not; but with legislative developments coming along as they are, the lumberman who is thinking about employing a company doctor on a whole or part-time basis may put it down for a fact that the expenditure will pay him for real dividends.

The Mill and the Timber

Inasmuch as the day of the small hardwood operation, at least in the South, seems to have passed, so that the big mill, substantially constructed, with the best and most modern machinery and a fairly large personnel, is needed to get the best results from the standpoint of production and costs, the matter of providing sufficient' timber for such a plant is of more importance than it used to be.

Not so very long ago it was practicable to put up a mill, cut out the timber in the neighborhood and then move somewhere else without a great deal of loss. And this does not refer to the distinctly portable mills, but to permanent plants, which had to be dismantled when the operation was finished. The buildings were little more than shacks, and if there was a good run of timber and an easy market for the lumber, the manufacturer had a good enough margin to be able to wipe out the investment in the mill building without worrying.

But now, as suggested, in order to get enough and the right kind of lumber, so as to be able to enter the market with a sufficient stock when conditions are favorable to the seller, the plan is to erect a pretty sizable plant. Better building, which, incidentally, make for more accurate manufacturing, for more reasons than one, are put up, and by the time the plant is completed, the operator has a larger investment than his father would have thought necessary. In other words, he must have a longer run in order to be able to charge off the cost of his plant.

Provision for timber would therefore seem to be an essential feature, and so it is; yet it is not altogether unheard of to find a millman who sees the end of his own holdings in sight and is unable to replace them as to location and price. A recent change of ownership of a big mill in the South came about largely because of this condition, the new buyers happening to have a block of timber which is conveniently located with reference to the plant, enabling them to operate it for eight or ten years more.



Ratifies Proposed Grade Changes



The midwinter meeting of the Michigan Hardwood Manufacturers' Association convened at Hotel Statler, Detroit, January 23, with more than two-thirds of the members present when the president W. C. Hull called the meeting to order.

The secretary's report which included the treasurer's report also, was approved. The secretary stated that lumber has been last of the great building commodities to advance in value and probably it has not yet fully come to its own. Its advance has ranged only from one-third to one-sixth as much as that of cement, brick, and steel.

Secretary's Report

The monthly reports of shipments and production from October, November, and December show a reduction in net stocks of hardwoods, No. 2 common and better, 50 per cent; No. 3 common, 28 per cent, and hemlock reduction almost 50 per cent.

The cash on hand January 10, 1917, was \$3,210.98 in the general fund, and \$574.48 in the forest fire fund. The hardwood assessment netted \$6,813.37.

There has been a movement on foot to make some changes in the grading rules, and adding a grade of "selects." Joint conferences were held with members of the Northern Hemlock and Hardwood Manufacturers' Association, and the secretary's report stated that the matter would come before the meeting for action.

Little improvement in the car shortage was reported.

The minimum car weight of 50,000 pounds for lumber, as suggested by Examiner Esch of the Interstate Commerce Commission, was considered impracticable by both shippers and carriers, and action indorsing that stand was taken at a meeting of the transportation committee of the National Lumber Manufacturers' Association in Chicago, January 17.

The passage of the Webb bill having been endorsed by the Michigan association, the secretary wired Chairman Newlands, and Senators Smith and Townsend, urging the passage of the bill in its original form. The Michigan senators pledged their support to the bill.

The National Lumber Manufacturers' Association has done much to forward and protect the lumber interests in the United States and its president, R. H. Downman, recently called a meeting of the allied associations of the National for a conference, looking toward a larger and broader work than has heretofore been done. This meeting was to have been held in Chicago January 15-17, but owing to lack of time for some of the western associations the meeting was postponed until a later date.

Other Committee Reports

The employers' liability committee advised no change in the law. Chief Warden J. L. Lee Morford's report of the forest fire committee, set forth that it was the desire of the Forest Fire Protective Department of the association to continue the patrol work during 1917.

The Grading Rules Committee, by its chairman, W. L. Saunders, showed that the Michigan Hardwood Manufacturers' Association stood practically as it was shown to stand in previous reports.

George H. Chapman, chairman of the Bureau of Grades of the Northern Hemlock and Hardwood Association, discussed the changes with members, after which they were approved for presentation to the National Hardwood Lumber Association at its meeting next June.

A short talk on the subject was given by Frank F. Fish, secretary of the National.

Market Conditions

The report of the market conditions committee was read by its chairman, Charles R. Abbott, as follows:

A study of the stock report reveals several very interesting features, some of which we will endeavor to point out.

HARDWOODS

Total stock on hand is 7,857 M feet less than one year ago, and 29,491 M feet less than two years ago. Total unsold stock is 39 per cent, or

 $444993~\mathrm{M}$ feet, less than one year ago, and 50 per cent, or 71,580 M feet less than two years ago.

Stock on hand is 71 per cent sold. Stock sold but not shipped is 26 per cent greater than one year ago, no doubt due to the serious shortage of cars and other transportation difficulties during the past months.

Ninety per cent of the stock on hand and 97 per cent of the unsold stock is for rail shipment.

Stock on hand compared with one year ago is as follows:

	- Decreas	¢	Increa:	N11
	No. 2 Common	No. 3	No. 2 Commo	n No.3
	& Better	Common	& Better	Common
Ash Basswood		56	256	
Basswood	2,371	1,045		
Beech	4,188			
Birch	4,123			3.298
Rock Elm	662	349		-,
Soft Elm	3,346			656
Maple		2.748	5,888	
			-,	
Total	14.690	4.228	6.144	4,917
		,	-,~	-,01

Decrease—8,546 in No. 2 Common & Better, Increase—689 in No. 3 Common.

The October, November and December production of hardwoods was 69,108 M feet, while the shipment was 91,583 M feet, and the production of hemlock was 43,326 M feet and shipment was 47,204 M feet for the same period.

No. 3 common hardwoods, though they show an increase in stock, it is less than 1 per cent, while the unsold stock is 16,010 M feet, or 28 per cent, less than one year ago.

The movement of this grade has been exceedingly good during the past sixty to ninety days and there is no question but what all the dry No. 3 common stock will have been cleaned up at very satisfactory prices by the time our present winter's cut comes into shipping condition.

All the No. 2 common & better woods, excepting ash and maple, being less in stock and less in unsold stock, speak for themselves, they are certainly in a very healthy condition. Ash is not far out of line and the less than one-half million feet of unsold stock will, no doubt, take care of itself within the next ninety days.

No. 2 common & better maple, while there is 5,888 M feet more stock on hand, the amount of unsold is 4,380 M feet less, or a condition equal to 10,268 M feet better than one year ago. Following the situation still further, we find the production of No. 2 common and better maple was 50,777 M feet greater in 1916 than in 1915, yet the present stock is only 3,140 M feet greater than one year ago, or a condition better by 47,637 M feet.

Our estimated production for 1916 was 440,631 M feet and our actual production was 415,554 M feet, which, in view of the labor situation approaches our anticipation more closely than we had hoped for during the mid-season. Our estimated production for 1917 is 422,799 M feet and unless the present labor situation should materially change, of which there is no indication, it is hardly to be expected that our estimated cut will be exceeded, hence we will have for 1917 approximately the same amount of stock to dispose of as we did in the past year.

HEMLOCK

Hemlock stocks on January 1, 1915, were 178,081 M feet, with 153,178 M feet unsold.

On January 1, 1916, there was 160,591 M feet, with 118,396 M feet unsold.

On January 1, 1917, there was 100,175 M feet, with 60,947 M feet unsold, or in other words, hemlock stocks were 60,416 M feet, or 37 per cent, less than one year ago and 77,906 M feet, or 43 per cent, less than two years ago.

The unsold stock is 57,449 M feet, or 48 per cent, less than one year ago, and 92,231 M feet, or 60 per cent less than two years ago.

Our production for 1914 was 290,000 M feet; for 1915, 234,000 M feet, and for 1916, 204,000 M feet, while our estimated production for 1917 is 232,000 M feet.

With the above facts and figures before us there is absolutely no question but what the hemlock situation is in a flourishing condition, considering the amount of stock and unsold stock on hand, coupled with the information we have as to there being not more than a normal production, the present year should be a banner one.

LATH

Lath stocks are 6,167 M, or 50 per cent, less than one year ago, and 10,926 M, or 64 per cent, less than two years ago; and as to unsold stock 7,812 M, or 71 per cent, less than one year ago, and 12,667 M, or 80 per cent, less than two years ago. With only 6,224 M on hand, and 3,145 M to sell and an estimated production of about 15,000 M less than normal for the coming year, this article is in a fine position.

Having covered stock conditions, we wish to call your attention to the selling prices of our product.

We are not receiving for our lumber as much as we should. At this time we must all know what our additional costs of production have been for 1916, and we certainly know the addition to the selling price of our product has nowhere near covered the additional cost of production. How many commodities are there offered for sale today upon which the selling

price is not based apon the cest of raw material, plus production charges and a legitimate profit? Not many. Have we considered costs in arriving at the selling price of our lumber? We have not. Have we sold our lumber? We have not.

We have taken as much as we could get and if the price we did get was equal to, or a little better than what some other member sold for, we have felt happy, patted ourselves on the back, looked wise and made the statement that we had sold our lumber.

Did we sell our lumber? We did not. Why? An analysis will clearly demonstrate that the cost or value of our stumpage plus the cost of production and overheads, let alone adding any profit, is equal to a figure greater than we say we have sold our lumber for; hence we have not sold our lumber. What we have done is to exhaust our capital assets and pay some of our friends a commission for the privilege of furnishing them with a raw material to possibly go ahead and do likewise, however, that would be the exception to the rule, as they base the selling price of their manu factured article primarily on what they have to pay us.

We are using up our capital assets every time we saw a log. Our stand ing timber is rapidly becoming depleted, and when this depletion is complete our business is gone. Our sawmills, with no timber behind them, will not support us very long. The gentlemen who own the standing timber are vitally interested and no doubt want to know the answer.

There can be but one answer and that is, our lumber must be marketed at a much higher price than it has been in the past, marketed at a price which will return to us a reasonable profit on our investment.

As to methods of correcting we may only suggest. Present stock conditions are satisfactory from all standpoints. If we will simply market our product at its true value we will have given to ourselves the return on our investment, which is our due. We must ask the price which will do this. and to intelligently ask that price, we must know our costs.

If the 423,000 M feet of hardwood and the 232,000 M feet of hemlock we estimate we will produce in 1917 is going to be in excess of the demand, let us do as manufacturers of other commodities, produce enough, but not too much; as when we produce too much we simply give our product to some one who will pay us the labor costs, and then forget we ever had a dollar invested in standing timber.

The list of values as indicated by the attached sheets, represent, as near as your committee can judge from reports of sales, the present average selling prices of our various kinds of lumber. No one should hesitate to demand these values for his product or even higher values.

Miscellaneous Matters

A committee consisting of W. E. Brownlee, John C. Ross, and George M. Clifton was appointed to draft resolutions on the death of W. D. Young of Bay City, Mich.

The report by the special committee on uniform terms of sale expressed a desire for better terms than are in use at present; and the preferences were forwarded to the National Lumber Manufacturers' Association as expressing the opinion of the Michigan manufacturers.

The proposed additional extension work of the National Lumber Manufacturers' Association for the general advancement of the users of lumber was presented by C. H. Worcester and was supplemented by remarks of those who had knowledge of this work, including Messrs. Hull, Mitchell and others. As a result the association voted to levy an assessment of 11/2 cents per 1,000 feet on hardwood and softwood lumber produced, provided 90 per cent of the affiliated associations of the National did likewise.

The final act of the meeting was to partake of a luncheon provided by the association for its members.

The Mail Bag

B 1089-Seeks Cottonwood

Lowell, Mich., January 15 .- Editor HARDWOOD RECORD: We are in the market for 1" and 11/4" firsts and seconds cottonwood.

B 1090-Tamarack Silo Stock

Guelph, Ont., January 12.-Editor Hardwood Record: Possibly you can give us the names of lumber manufacturers who would be in a position to quote us on several bundred thousand feet of tamarack lumber suitable for silo stock.

B 1091-Wants Oak Piling

Columbus, O., January 20.-Editor Hardwood Record: Could you give me the address of a few firms who could get out a quantity of white oak piling?

B 1092-Large Users of Oak and Soft Maple

Philadelphia, Pa., January 20.-Editor HARDWOOD RECORD: enter our subscription to your valuable lumber journal for one year. We have just started our plumbers woodwork plant and believe we have one of the largest and best equipped plants of its kind in this country. We will be big users of soft maple and oak, using about 2,000,000 per year. We expect to manufacture about 1000 sets per day. We are incorporated at \$50,000 capital, \$25,000 paid in. We manufacture sand finished goods only and have contracted our whole 1917 output. We feel that your journal will be a valuable asset in buying our lumber requirements.

SANITARY TOILET SEAT COMPANY,

B 1093-Birch, Chestnut and Sap Gum Needed

Mt. Pleasant, Mich., January 19 .- Editor Hardwood RECORD: in the market for 4/4 No. 2 common birch, 5" and wider, 8' and longer-5/4 and 6/4 sound wormy chestnut, and are contemplating the use of 4/4, 5/4 and 6/4 No. 1 sap gum.

B 1094-Buyers Tupelo Box Shooks and Lumber

Philadelphia, Pa., January 15 .- Editor HARDWOOD RECORD: We are in the market for tupelo milk box shooks or tupelo lumber suitable for making shooks for bottles in quart and pint sizes, one piece side. Would like to get in touch with mills manufacturing or shipping tupelo shooks.

The Oldest Ship Afloat

What is said to be the oldest ship in service recently visited New Orleans. It was built of teak in the East Indies 126 years ago and has been on the active list ever since. For about seventy-five years it was used to carry convicts from England to Australia, and it is said to have transported 167,000 of those unfortunate individuals whose descendants now constitute the progressive element in Australia's population. When an end was put to the transportation of convicts, the ship passed into private hands and has served in various capacities. The long period during which it has remained affoat is a high recommendation of the durability of wood in ship construction.

Clubs and Associations

Meeting of Box Manufacturers

The eighteenth annual convention of the National Association of Box Manufacturers will be held February 7, 8, and 9, at Hotel La Salle, Chicago. It is expected that this will be a highly important meeting.

National Hardwood Association Meeting

The twentieth annual convention of the National Hardwood Lumber Association will be held in Chicago, June 14 and 15 next. The date and place were fixed on January 12 at the meeting of the board of governors. New York, Boston, and Philadelphia were candidates for the honor of entertaining the convention, but Chicago won out.

Hemlock and Hardwood Men Meet

The Northern Hemlock and Hardwood association is meeting at Milwankee, Jan. 25, for sessions extending over two days. A well arranged program was prepared. One of the most important items of business to be disposed of was the adoption or rejection of the newly proposed grades on hemlock and hardwood. Among speakers scheduled to address the meeting were W. B. Greeley of the Forest Service, whose subject was "Co-operation in Lumber Industries"; E. H. Hines, of the Hines Lumber Company, with the subject, "Guaranteed Birch; Λ New Force in Lumber Merchandising"; E. C. Lowe, Chicago architect, on the topic, "Birch as an Interior Finish"; R. B. Goodman, on "Fieldwork for the Reorganized National Lumber Manufacturers' Association"; J. B. Crosby, "It Is Better to Make than to Meet the Market."

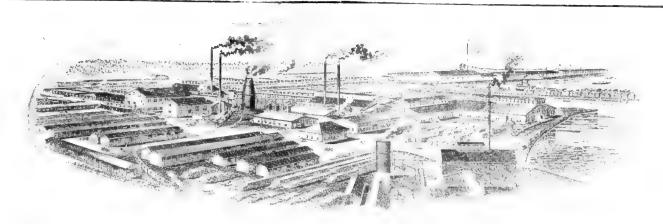
O. A. King Accepts New Work

O. A. King, assistant secretary of the Northern Hemlock and Hardwood Manufacturers' Association, which has its headquarters in Oshkosh, has resigned, to take effect February 15, and has accepted the position of secretary of the Civic and Commerce Association of Eau Claire, Wis., his former home. Mr. King has spent six years with the hemlock manufacturers, four years under R. S. Kellogg, now secretary of the National Lumber Manufacturers' Association, and two years under the present secretary, O. T. Swan. He was chief statistician for the organization and had charge of several important departments of the association's activities. His successor has not yet been appointed.

Evansville Club Meeting

At the last regular meeting of the Evansville Lumbermen's Club held at the New Vendome hotel in Evansville, Ind., January 9, officers for the years were installed. President Worland, who was one of the organizers of the club and served as its first secretary for many years, announced his standing committees for the year as follows:

MEMBERSHIP—Charles A. Wolflin, Wolflin-Luhring Lumber Company; Claude Maley. Maley & Wertz; Henry Kollker, Mechanics' Planing Mill. Publicity and Resolutions—W. B. Carleton, Joe Waltman, J. W. Waltman Lumber Company; Frank Platt, Piatt & Son. River and Rail—W. S. Partington, Maley & Wertz; John C. Keller, traffic manager of the club; Frank M. Cutsinger. Entertainment—Mertice E. Taylor, Maley & Wertz; Frank Haney, John A. Reitz & Son; J. C. Greer, J. C. Greer Lumber Company.



Northwestern Cooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapolis, Minn.

GLADSTONE. MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring and are said by dealers to hold trade. We NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

Wood Preservers' Association Meets

The American Wood Preservers' Association held its annual meeting in New York City, January 23, 24 and 25. A number of technical addresses were made, and reports of various committees, covering different lines of work, were submitted. Specifications of timbers and paving blocks were given special attention.

North Carolina Forestry Meeting for This Month

The seventh annual convention of the North Carolina Forestry Association was held at Raleigh, January 24 and 25. All sessions were open. The question of serious fire losses during 1916 and important bearing which the high price of paper has an forestry occupied considerable attention at the sessions, which were held in the Chamber of Commerce rooms.

Important Questions to Come Up at National Exporters' Annual

Harvey M. Dickson, secretary of the National Lumber Exporters' Association, has sent out notices to the members urging a large attendance at the annual meeting at Pittsburgh, on January 24 and 25. Mr. Dickson points out that a number of important questions will be brought to the attention of the members for action, and that especially the foreign situation calls for careful and well-considered decisions. He goes on to say that the war has developed problems of the deepest concern to the exporters, and that the combined information and thought of the shippers will be required to find the most acceptable solution. The adjustments likely to be called for by the restoration of peace are another reason why a large attendance is urged, in order that the fullest exchange of views may take place and the trade may act on the basis of the best information obtainable. In addition it is pointed out that the report to be made by Frank Tiffany, the foreign representative of the association. about conditions in the United Kingdom and elsewhere is certain to prove of the highest value.

Lumber Insurance Report

The National Lumber Manufacturers' Inter-Insurance Exchange of Chicago, has had a favorable year, and the second annual statement, which is nearing completion, will show an increase in 1916 over the year 1915 of nearly 100 per cent of premium deposit income. The amount to the credit of subscribers' accounts increased from \$23,639.88 January 31, to \$86,754.64 December 31, 1916. The amount at risk has increased from \$3,847,665 January 31, to \$6,683,087 December 31, 1916. The savings credited subscribers' accounts on policies expiring in December, 1916, amounted to 421/2 per cent.

Memphis Builders' Exchange Election Set for February 6

The annual election of the Memphis Builders' Exchange, which is identified with the National Association of Building Exchanges, will be held in Memphis February 6. The two nominating committees have already made their reports, and Chas, R. Miller and I. N. Chambers, both former presidents of the exchange, will make the race against each other, with the result that a pretty hot campaign is being waged at present.

The full tickets fellow:

The full tickets fellow:

RED TICKET—Charles R. Miller, president; R. E. Montgomery, first vice-president; Dave Dermon, second vice-president; J. W. Williamson, treasurer; William Richartz, J. E. Thomas, J. C. Lovelace, A. L. Pritchard and J. H. Parish, Girectors, and O. H. McMillan, Joseph Bloomfield and Alex. Christie, inspectors.

BLUE TICKET—I. N. Chambers, president; P. A. Gates, first vice-president; A. W. Burdick, second vice-president; J. W. Williamson, treasurer; W. Hughes, L. T. Lindsey, Clarence-DeVoy, Angus Niemeyer and Claude Inspectors; William E. Barnes Jr., J. C. Barker and D. R. Aitkin,

The retiring officers are: L. T. Lindsey, president; J. A. Fowler, first vice-president; H. J. Bartl, second vice-president; I. N. Chambers, James E. Faires, J. W. Garrison, F. A. Gates and L. J. Moss, directors.

Directors holding over are D. M. Crawford, R. F. Creson, E. F. Dowling, William N. Fry and J. M. Meagher.

Carriage Makers' Club

The first organization to announce its willingness to subscribe to the proposed \$150,000 fund through which the Chamber of Commerce of Cincinnati plans to bring to Cincinnati many more conventions is the Cincinnati Carriage Makers' Club. A recommendation made by Alfred S. Brown that the club give \$300 to the fund was adopted at its monthly dinner at the Business Mens' Club last week.

Big Celebration for Completion of Big Bridge

The Memphis Lumbermen's Club has gone on record as favoring the Memphis-J. T. Harahan bridge celebration to be held in that city May 22, 23 and 24. The directors have voted to lend both their moral and financial support to the project and to give those having the celebration in charge every possible assistance. Ralph May, newly elected president and ex-officio a member of the board, spoke earnestly in the interest of the fete and urged his colleagues to do what they could to bring about a most successful celebration.

Hardwood lumber interests will be called upon by the following members of the trade for contributions to help defray the expense of the celebration: W. A. Ransom, Gayoso Lumber Company, J. F. McSweyn, Memphis Band Mill Company, R. H. Darnell, R. J. Darnell, Inc., Douglas Huer, A. N. Thompson & Co., Ralph May, May Bros., and George C. Ehemann of G. C. Ehemann & Co.

These gentlemen will report the result of their calls for funds at a meeting of the Lumbermen's Club of Memphis to be held in the near future.

This celebration is intended to commemorate the completion of the new bridge of the Rock Island System across the Mississippi at Memphis. This bridge will prove of vast assistance to lumber interests as well as to all other business men in the handling of both their inbound and outbound western traffic.

R. L. Jurden Re-elected President Rotary Gum Association

The following officers and directors were elected at the annual of the Commercial Rotary Gum Association held at Memphis January 9:

PRESIDENT, R. L. Jurden. Penrod, Jurden & McCowen, Memphis.

VICE-PRESIDENT, G. W. Sparks, Des Arc Veneer & Lumber Company, Des Arc, Ark.

SECRETARY-TREASURER, R. C. Stimson, Stimson Veneer & Lumber Company, Inc., Memphis.

Assistant Secretary, Jno. M. Pritchard, secretary of the Gum Lumber Manufacturers' Association.

DIRECTORS: Benjamin Lord, Chicago Veneer Company, Danville, Ky., E. D. Beals, Mississippi Veneer & Lumber Company, Nunah, Wis., H. J. Ingram, Stout Lumber Company, Thornton, Ark., W. B. Morgan, Morgan Veneer Company, Pine Bluff, Ark., W. E. McGehee, McGehee Veneer & Lumber Company, Tuscaloosa, Ala., S. M. Bush, Southwestern Veneer Company, Cotton Plant, Ark., and W. E. Tuxford, Byram Veneer & Lumber Company, Byram, Miss.

All of the officers with the exception of Mr. Sparks were re-elected while all of the directors are new with the exception of the first two.

The principal features of the meeting were the decision to continue the affiliation arrangement with the Gum Lumber Manufacturers' Association for another year and to change the date for the quarterly meetings from the second to the third Tuesday in each month in which these become due. Under this plan the first quarterly meeting will be held the third Tuesday in April, the second the third Tuesday in July, and so on through the calendar.

Reports made during the meeting showed the market for rotary cut veneers to be in quite wholesome condition. It was shown that demand is running quite up to, if not actually ahead of, supply, thus leading to quite firm values. It was emphasized, however, that the advancing tendency must continue if manufacturers are to secure a reasonable profit because of the great advance in the cost of logs, machinery, labor and everything else entering into the manufacture of this product.

Members of the association expressed themselves as very highly pleased with the affiliation arrangement with the Gum Lumber Manufacturers' Association and heartily commended Jno. M. Pritchard, assistant secretary, for the excellent work done by him and his organization in behalf of the Commercial Rotary Gum Association.

Alluvial Land Directors Select F. E. Stonebraker

At a meeting of the board of governors of the Southern Alluvial Land Association, held at Memphis, Friday, January 19, F. E. Stonebraker, well known for years in southern lumber circles, was chosen as its secretary. Mr. Stonebraker was for several years manager for the Crittenden Lumber Company's operations at Earle, Ark., and latter in addition to carrying on his own business at Memphis was American representative of Amedee C. Franck & Co., a large Dutch lumber organization. Quarters will be secured immediately in the Bank of Commerce & Trust building, Memphis, and Mr. Stonebraker will take up his work on February 1.

The association has already enrolled members owning 500,000 acres of land and will start its work definitely when membership holding 1,000,000 acres is secured. Those already signed up have agreed to advance six months' dues in order that the work may not be delayed. The assessment will be two cents per acre, this to cover timbered land as well as cut-over land situated in the alluvial belt of Tennessee, Mississippi, Louisiana, Arkansas from Cape Girardeau, Mo., and Cairo, Ill., down to the southern end of the hardwood section.

J. M. Pritchard is treasurer of the association and B. H. Schoffelmayer of Chicago is assistant secretary. Mr. Schoffelmayer is with the agricultural department of the Rock Island railroad and editor of the Southwestern Trail. His experience fits him perfectly to carry on much of the active field work in connection with the association. In addition to the initiation fee of \$25, the by-laws provide for a maximum assessment of five cents per acre, but it was decided at the meeting that the levy of two cents would suffice.

It is emphasized that the association is in no way a land selling organization, but is designed purely for educational and development work.

Helping to Sell Lumber

The organization of a city association advertising campaign for every important city in America where the lumber dealers can be persuaded to pool their efforts for the good of the industry has been started by the National Lumber Manufacturers' Association with the first steps toward the drawing up of a series of display advertisements for the use of retail lumber dealers' associations. One of the first points where this type of lumber advertising will be attempted will be at Detroit, where the lumbermen are to install a permanent exhibit with a trained forester in charge, to give service of all sorts to prospective builders.

The first of the proposed series is on the adaptability of wood, the second on its being the cheapest building material, another on its susceptibility

to handling with tools, and so on through a series of six advertisements devised for a six weeks' advertising campaign. One of the advertisements denies the claim that the forests of the United States are nearing exhaustion. Properly conserved, it is declared that there is lumber enough in the country today to last for centuries.

With the Trade

W. P. Brown & Sons Lumber Company Buys Penrod, Jurden & McCowen Mill

Announcement has just been made of the purchase by the W. P. Brown & Sons Lumber Company of Louisville of the sawmill, lumber, logging equipment, etc., of Penrod, Jurden & McCowen of Memphis, located at Brasfield, Ark. The purchase does not affect the operations of Penrod, Jurden & McCowen at any other point.

The acquisition of this mill, which is one of the most modern in the South, having taken the place of the plant destroyed by fire about two years ago, is of special interest on account of its relation to a tract of 14,000 acres held by the Brown interests since 1910. This tract, located just across the Cache river from Brasfield, will be developed at once, railway extensions already having been provided to enable the timber to be reached.

The W. P. Brown & Sons Lumber Company has purchased additional timber on the river, and has river logging equipment, etc., so that the Brasfield operation looks good for at least ten years. The timber is in the famous St. Francis basin district, and is composed of gum, white and red oak, ash, elm and cypress.

The stock of lumber at Brasfield, which is dry and ready to ship, consists of about 6,000,000 feet. Sales of this lumber, like that of all the other Brown operations, will be handled through the general offices at Louisville.

The purchase of the Brasfield operation calls renewed attention to the growth and importance of the Brown concern, which now has eight southern mills. There are three at Fayette, Ala., one at Guin, Ala., operated by the B. E. Kenney Lumber Company, a Brown subsidiary; mills at Furth and Allport, Ark., and another at Geridge, Ark., taken over recently from the Carnahan-Allport Lumber Company.

The Kenney company recently closed its operations at Frankfort, Ky., and has started manufacturing at Guin, Ala., where it will have planing-mills and dry-kilns for handling short leaf yellow pine, a department of the business which has assumed growing importance with the Brown company.

George C. Brown & Co. Hold Annual Meeting

At the annual meeting of the stockholders of George C. Brown & Co., Memphis and Proctor, Ark., held at Memphis some days ago, all of the old officers and directors were re-elected as follows: L. E. Brown, president; Butler Smith, vice-president; H. B. Welss, secretary-treasurer, and H. F. Harwell, Frank Colville, Mrs. George C. Brown and W. B. Drake, directors. The company made a most favorable report to its stockholders covering operations during the past year and it was indicated that prospects were quite favorable for the current one. George C. Brown & Co. recently announced very large purchases of timber lands in both Mississippi and Arkansas and stated that two mills would be established for the development of these timber holdings. It is understood that steps are being taken looking to the construction of these plants, but no definite announcement as to their location or time of erection has been made by officers of the company. This firm has its headquarters in Memphis, but its principal mill at present is located at Proctor, Ark.

Penrod, Jurden & McCowen Purchase New Yards

R. L. Jurden, president of Penrod, Jurden & McCowen, who have sold their Brasfield, Ark., mill to the W. P. Brown & Sons Lumber Company of Louisville, as reported in another item in this issue, has announced the purchase of the yard and ground, consisting of twelve acres, adjoining its mill at Helena, Ark., formerly owned by Upham & Agler of Chicago, and later operated by the A. M. Richardson Lumber Company of Helena.

"We are buying this ground and yard," said Mr. Jurden, "for the purpose of handling our increased operations at Helena, where we are producing about 1,000,000 feet of hardwood lumber a month. K. S. Daugherty, who has been our mill manager at Brasfield, has been transferred to Helena, and will have charge of our timber operations in that district. H. L. Saxton, our chief inspector and yard superintendent at Brasfield, has been moved to Helena, where he will be in charge of the lumber department."

The change indicates that Penrod, Jurden & McCowen are concentrating their manufacturing operations at Helena, and that their lumber business there will be greatly expanded.

Will Build New Hardwood Mill

It is reported from Meridan, Miss., that arrangements have been completed for the construction of a new hardwood mill at that place, by Charence Boyle, Inc., of Chicago. C. V. Kimball is looking after the details. The company is said to have secured adequate timber options.

Announcement by R. F. Whitmer

On January 12, 1917, announcement was made by R. F. Whitmer, Philadelphia, to the effect that his lumber business has been incorporated and is owned by him, and that he will collect all accounts due him, and will pay all debts due from him.

Recovering from the Fire

The Hydraulic Press Manufacturing Company, Mount Gilead, O., is rapidly getting its plant in shape after the serious fire which damaged it some time ago. Some of the work will be done elsewhere for the immediate future, but repairs on the damaged buildings has progressed so rapidly that the wheels will soon be turning again. The office, the warehouses, and the wood and pattern shops remain as before.

Change in D. W. Baird Lumber Company

On December 13, 1916, D. W. Baird of the D. W. Baird Lumber Company, Chicago, bought the stock owned by E. L. Cook in the corporation, and Mr. Cook will be no longer connected with the company. On December 29 the corporation bought for \$50,000 the property on which its offices are located at 1026-1040 West 22d street, comprising 40,000 square feet.

John M. Woods & Co. Have New Manager

At the annual meeting of Jno. M. Woods & Co. held at Memphis last week all the old officers were reelected as follows: Jno. M. Woods, president; W. E. Chamberlin, vice-president; E. D. Walker, treasurer, and M. E. Philbrick, secretary.

The business of this firm at Memphis is conducted under the name of the Juo. M. Woods Lumber Company, and Ray H. Goodspeed was chosen manager of the Memphis offices to succeed D. D. Nellis, who died early in January. This is the only change made here.

Reports made at this meeting showed that both the Jno. M. Woods Lumber Company and Jno. M. Woods & Co. enjoyed a very successful year.

Purchasing Agents Appointed

The Southern Railway System announces from its office at Washington, D. C., under date of January 18, the promotion of purchasing agents as follows: C. R. Craig, for the eastern lines; A. Telford, for western lines; W. F. H. Finke, tie and timber agent. These agents will have their headquarters at Washington, D. C.

Big Mill at Birmingham

Birmingham, Ala., is to have another sawmill in the near future, according to announcement in the Chattanooga *Times*. The builders will be the Williams & Voris Lumber Company of Chattanooga. A site has been purchased for \$10,000. The purpose in locating the plant at Birmingham is to have it within easy reach of the timber supply. There has been complaint by Chattanooga business men of an advance in rates on logs shipped to that city by rail, and the prediction has been made that sawmills will be obliged to move closer to the timber supply.

Revive Ohio River Shipbuilding

Announcement was made recently of the organization of the Howard Ship Yards Company at Jeffersonville, Ind. Charles G. Brazier of New York is president. It is a \$4,000,000 corporation, which will take over the five ship yards of the old Howard company. One of these is at Jeffersonville, where it is said \$1,000,000 will be spent in remodeling the plant. Other yards at Cincinnati; Madison. Ind.; Paducah, Ky., and Mound City, Ind., all along the Ohio river, will be reconstructed at the expenditure of \$3,000,000

Ocean-going freight steamers of 4,000 tons and other ships will be constructed, it is announced. About 1,000 men will be employed.

The Queen City Marine Railway Company, Cincinnati, is owned and controlled by the Howards. All reside at Jeffersonville.

Oliver P. Hunting

Oliver P. Hunting, a prominent lumber dealer who retired some time ago, died suddenly at his home on Burns avenue, Hartwell, a northern subburb of Cincinnati. Mr. Hunting was in the lumber business for many years and was known throughout the middle western section. About ten years ago he retired from active business. Since then he has maintained an office at the Builders' Exchange, of which he was one of the pioneer members.

Mr. Hunting was in his sixty-ninth year. He was active in Masonry, being a member of Hanselmann Commandery.

He leaves his widow, a daughter, Miss Olive Hunting, and a son, William B. Hunting of the advertising department of the Cincinnati Enquirer.

Charles H. Limbach

Charles H. Limbach, vice-president of the Chicago Mill & Lumber Company, Chicago, died Tuesday, January 16, at his home at 534 Sheridan Square, Evanston. Mr. Limbach died from heart trouble, which induced death within a short time after the trouble started.

Thirty years ago Mr. Limbach started with the Chicago company as an office boy at the age of fifteen. Mr. Limbach was born in Germany, coming to this country with his parents in 1870. He attended the primary schools and business college and went directly into the office of the Chicago Mill & Lumber Company, where he has served continuously ever since.

The funeral was held last Friday afternoon in the chapel of Forest Home Cemetery.

Cole & Crane Prepare for Dissolution

By deed which now is being put to record in West Virginia counties, Cole & Crane, operators of probably the largest hardwood and general lumber lusiness in the country, with an immense plant on Eastern avenue, in Cincinnati, have conveyed their large holdings in southern West Virginia, together with their holdings in eastern Kentucky, to Albert II. Cole of Puru, Ind., John E. C. Kohlsaat of Cincinnati and C. W. Campbell of Huntington, W. Va., trustees, for a period of fifty years, the trust thus created to become effective upon the death of either J. O. Cole or Clinton Crane, who comprise the great firm of Cole & Crane.

The property involved includes about 90,000 acres of West Virginia coal land. The property in Kentucky is less and consists mostly of improved real estate.

Of the West Virginia holdings 27,000 acres on Island Creek in Logan county are under lease and in process of development. The rest is undeveloped as far as coal land is concerned. Besides the coal on the properties there are 36,000 acres of standing timber. While these figures serve to indicate the character of the trust, an estimation of the present value of the Cole & Crane holdings would be difficult, running into many millions.

The first named trustee is a nephew of J. O. Cole, the senior partner in the great firm. Mr. Kohlsaat is a son-in-law of Clinton Crane. Mr. Campbell, the third trustee, is an attorney and business man of Huntington, senior partner in the firm of Campbell, Brown & Davis. This firm has for years been legal representative of Cole & Crane in West Virginia.

Midnight Fires Cost \$100,000.

The factory of the Valentine-Seaver Company, furniture manufacture at 1721-41 Sedgwick street. Chicago, was partly destroyed by fire which spread rapidly through the greater part of the old two story brick structure. The building formerly was the Sedgwick street car barn.

The blaze spread to the W. R. Barnes automobile and wagon repair shop in the same building. The loss to both concerns and to the building was estimated at from \$75,000 to \$100,000.

Pertinent Information

Exports for December, 1916, Show No Improvement

The statement of exports of lumber and logs from Baltimore for December gives no encouragement, but indicates plainly that the process of contraction continues, and that the forwardings are being reduced by restrictive regulations to merely nominal proportions. The declared value of the shipments for the month is larger than it was a year ago, but this showing is due entirely to the heavy business in spruce, which makes up more than two-thirds of the entire business, the value of the spruce shipments being \$71,368 against a total of only \$99,189, as compared with \$66,601 a year ago in December, 1915. But in that month the shipments of spruce were not more than 60,000 feet, worth \$2,855. Another circumstance to be noted is that the value of the spruce forwarded seems to be increasing, this wood being either higher in price or the quality insisted upon having been raised. Of hickory and walnut logs none at all were sent out last month, while fir was represented by a small quantity for the first time in many months. No oak, gum or shortleaf pine boards went out in December, while a year ago all three of these items were represented. The shipments of poplar were cut nearly in two, and in the item of "all other boards" there was a heavy reduction. Altogether, the situation is not hopeful for the exporters, who are being halted by the evident determination of the United Kingdom to allow nothing except supplies indispensable to come in. The statement of exports for December as compared with the same month in 1915 is as

	DECEMBER 		191	5
Logs, hickory Logs, walnut Boards, fir Boards, gum Boards, oak Boards, shortleaf pine	19,000 ft. 131,000 ft. 31,000 ft. 85,000 ft. 47,000 ft. 568	\$ 895 		Value \$ 2,680 500
Totals		\$99,189		\$66,601

Of interest in connection with this subject is the fact that Secretary Harvey M. Dickson of the National Lumber Exporters' Association received a Marconogram last Saturday from Frank Tiffany, foreign representative of the organization at London, stating that the British Government had gone a step farther in the matter of requisitioning space on steamers to the United Kingdom, and had reserved all the space. In

future, therefore, it will be necessary for exporters of lumber and legate get lie gives from the British Board of Trade for anything that they may want to send out, the reservation serving to exclude every item of export which, in the opinion of the British Board of Trade, is not absolutely required for the conduct of the war and the maintenance of the population. It amounts practically to the taking over of the entire British merchant matrice. Proposes to the motion eighty five per cent of the cargo space had been thus reserved. The raids by ships and submatines on the vessels of the Allies are thus evidently making the problems of these countries in getting supplies increasingly difficult.

Building Operations for December and for 1916

December completes a remarkable year in building construction. For each month of 1916 there was an increase over the corresponding month of 1915. The activity reached its maximum last July, when the gain was

83 per cent. For several months the increase was slight but 1916 was always on the upgrade side. The closing month is modest in its comparative showing.

The official reports of building permits issued in 104 principal cities of the country, as received by the American Contractor, Chicago, total for December \$69,569,206, as compared with \$66,508,718 for December, 1915, an increase of 5 per cent. The total is almost identical with that of November and the shrinkage with the approach of winter is somewhat less than normal. It was a successful closing of a most successful year.

The showing for the year 1916 is altogether satisfactory. The complete returns received from 94 of the principal cities of the country yield an aggregate of \$904,071,701, as compared with \$737,989,170 for 1915, an increase of 22 per cent. Of the 94 cities 74 show gains and only 20 show losses, the latter, in most instances, being moderate. The total of building permits as issued for the entire year came to \$904,071,701 in 1916 against \$737,989,170 in 1915, a gain of twenty-two per cent.

Increased Revenue for National Forests

National forest administration last year was characterized by an increase of more than \$340,000 in receipts, which totaled over \$2,800,000; by rapid progress in land classification; by a material advance in development work, in which road building is one of the largest factors; and by relatively small losses from forest fires. The receipts from timber were over \$1,400,000, a 20 per cent increase, while grazing receipts were \$1,200,000, and water power rentals brought in \$100,000. At present the receipts from the national forests are approximately three-fourths of what it costs to protect them and carry on the current business. In addition to this cost, however, there are expenses which are primarily in the nature of investments. Roads and other improvements, reforestation of denuded lands, and classification and survey work are examples. All expenses connected with the national forests, including these investment expenses as well as the cost of opera- in Darmstadt. tion, approximate \$5,275,000 a year.

Horse Shoe Boxes of Elm

The enormous demand for boxes in which to ship war supplies from England to the continent is taxing the English manufacturers to find suitable box material. Some of the finest elms in that country have been made into boxes in which to ship horse shoes to France. Elm is specially sought after for that kind of boxes because of its strength and toughness. If the war goes on, some of the famous immemorial elms of England will cease to be ornamental and will fill places of strict usefulness.

Circular Saws for Hickory

A correspondent of the London Timber Trades Journal says that a 30-inch diameter circular saw for cutting hickory should be 11 gauge, with about 80 teeth. The feeth should not be more than half an inch in depth, and having about 20 degrees of hook. A departure from the ordinary speed of circular saws is not necessary, viz., 9,000 feet per minute at rim. However, it may be said that circular saws are not so well adapted for cutting hickory, or similar hardwoods, as the band saw, the chief disadvantage of the circular being the waste of wood incurred by the set and thickness of the saw in each cut. As a 30-inch diameter circular saw will waste three times as much wood as a band saw, it is not advisable to employ it, except for breaking down purposes. When the depth of hickory to be cut is from 3 inches to 6 inches the diameter of the saw should not exceed 20 inches. Plades of thinner gauge can be used as the diameter of

the saw is reduced. This is the best plan to adopt where a band saw is not available. I have repeatedly advocated the use of band saws, even on push benches, instead of circulars. If such a course were adopted danger would be minimized, labor reduced, and wood saved. The circular saw is no competitor of the band saw for fine work, or so far as danger and economy are concerned.

Epoch-Making Publication

The National Safety Council has issued the official proceedings of the fifth annual congress held at Detroit last October. The congress this year was remarkably productive of new thoughts tending toward greater safety in all industrial plants. The proceedings cover some 1,500 pages and are well worth the careful study and thought of anyone ambitious to improve provisions for safety in his factory. While the price of the book is \$2.50, it is very well worth the money.

Chestnut Oak Ties

Heretofore it has been customary, to class chestnut oak crossties as white oak. Botanically, it is a white oak; but white oak is difficult to treat with preservatives to prevent decay, and chestnut oak is easy. In that respect it compares with red oak which readily receives treatment on account of its open pores. White oak pores are closed and the preservative fluid penetrates slowly and with difficulty. Because chestnut and red oak act in the same way in the treating tank it has been proposed to consider both in the same class.

Walnut Does Not Rust Metal

Among other advantages claimed for walnut as gunstock material is the fact that it does not induce rust in metal at the point of contact with the wood. That is not the case with some other woods which have been worked into gunstocks. The greatest advantage credited to walnut for gunstocks is its small tendency to warp when exposed to changing weather conditions.

Wood for Aeroplanes

No substitute for wood in building aeroplanes has yet come to the surface, and the demands of this industry are rapidly increasing. The total quantity of wood used during the past year in air ships is not known: but some idea of the extent of the busiduring September of the present year

ness may be had from the fact that during September of the present year the shipment of spruce aeroplane stock from the Pacific Coast alone totaled 2,353,355 feet. Spruce is the leading wood, but others, specially ash, hickory, walnut, and mahogany, are used in the construction of these machines.

May Plant Hardwoods

The Canadians are seriously considering the planting of hardwoods for future use, particularly in British Columbia. The matter was discussed some time ago at the annual meeting of the fire rangers at



The above is the latest photograph of Dr. C. A. Schenek, formerly head

The above is the latest photograph of Dr. C. A. Schenek, formerly head of the Biltmore Forest School. In a recent letter published in HARDWOOD Record, Dr. Schenek described the effect of the war on forests in territory occupied by the Germans. The doctor has served since the first battles, was wounded and on latest accounts was recuperating at his home in Darmstadt.

Westminster, B. C. It is held that hardwoods grow rapidly in the warm, moist climate near the Pacific coast, and the plantations set out now will supply the needs of the people in the future when natural forests of hardwoods have been legaced.

France Buys Flooring

It is reported that the French government has lately purchased flooring in considerable quantities, and negotiations for additional supplies are on foot. The purchases are said to have been consummated on a cheap basis, but exact figures are not quoted in available reports. The purchase of this flooring and of other lumber recently reported is interpreted to mean that the French believe the end of the war is not far off, and that the coming of peace will restore business to a solid basis.

Wooden Bicycle Tires

Owing to the scarcity and cost of rubber in Germany, the bicycles in that country are being equipped with wooden tires. Different patterns are in use. Some tires are in one piece, others are built of sections. Because of lack of elasticity, it is necessary to devise springs to take up the jolts. The single-piece wooden tires retail at from 95 cents to \$1.43 per pair. The sectional tire contains forty-seven parts, including the wooden pieces and the metal fastenings. These tires cost \$4.64 a pair. Then there is a wooden tire covered with leather. It costs \$8.57 a pair. In addition to these, there are all-steel tires, canvas tires, and combination tires of various sorts; but not one of them successfully takes the place of rubber. Automobiles are likewise equipped with wooden tires in Germany.

Hardwood News Notes

=≺ MISCELLANEOUS ≻==

The Hanna Handle Company has been incorporated at Macon, Ga.

At Forest, Miss., the Forest Hardwood Lumber Company has recently organized and will erect a mill.

The style of the Biggs-Ashford Lumber & Manufacturing Company, Franklin, Ky., has been changed to the Ashford Lumber Company.

The Indiana & Arkansas Lumber & Manufacturing Company, Marianna, Ark., has sold out to the Miller Lumber Company, that city,

Carl Lee Brothers, England, Ark., have sold out to the Arkmo Lumber Company of Little Rock.

A voluntary petition in bankruptcy has been filed by the Rothschild Brothers Manufacturing Company. Nashville, Tenn.

H. M. Haff and others have organized the Cretonne Furniture Company, Ludington, Mich.

A loss reported at \$4500 was sustained through fire at the Minneapolis branch of the Phoenix Chair Company, Sheboygan, Wis. The company carried insurance.

At Blanchard, Me., the Blanchard Woodworking Company has been incorporated.

The Buckstaff-Edward Company, casket manufacturer, Oshkosh, Wis. had a fire at its Minneapolis branch, with a loss estimated at \$23,000, but insured.

W. J. McBride, president of the Michigan City Car Company, Michigan City, Ind., died recently.

At Tampa, Fla., the Tampa Shipbuilding & Engineering Company has incorporated.

The Lansing Wagon Works, Lansing, Mich., sustained a damage by fire estimated at \$15,000.

The Kinder Lumber Company is a new corporation at Grand Rapids, Mich., capitalized at \$5,000.

The death is announced of President E. A. Smith of the H. B. Smith Woodworking Machinery Company, Smithville, N. J.

The Cambridge Furniture Manufacturing Company, Cambridge, O., has sold out to the Suitt Brothers Manufacturing Company.

The T. C. Martin Furniture Company has been incorporated at Pocatello, Idaho, with a capital of \$120,000.

A newly incorporated concern at Wilmington, N. C., is the Atlantic Veneer & Packing Company, capitalized at \$10,000.

The capital stock of the Parker-Kellogg Lumber Company, Minneapolis, Minn., has been increased to \$100,000.

At Brooklyn, N. Y., the Aetna Woodworking Company has incorporated, its capitalization being \$10,000.

Frank Purcell of Kansas City, Mo., who is well known in walnut circles, passed through Chicago on Monday on his way East. Mr. Purcell attended the exporters' meeting at Pittsburgh and is to meet his wife and family in New York at the end of the week.

As previously reported in Hardwood Record, W. M. Hopkins has resigned as secretary of the Theo. Fathauer Company, Chicago, having sold out his interests to Mr. Fathauer. Mr. Hopkins left last week for a southern trip that will probably extend over a couple of months. Most of the time will be spent in Florida. Mr. Hopkins was succeeded by C. B. Roy.

An executive committee meeting of the Northern Lumber Sales Managers' Association was held in Chicago on Monday and Tuesday, January 22-23, for the purpose of formulating recommendations of stock reports. On Monday the committee met with a similar committee of Michigan hardwood managacturers in order that the consensus of opinion might be presented to the Michigan Hardwood Manufacturers' Association in session at Detroit on the twenty-third. The general meeting of the body took place on Tuesday to make similar recommendations, on Wisconsin woods exclusively, to the Northern Hemlock & Hardwood Manufacturers' convention to be held at Milwaukee on the twenty fifth and twenty sixth.

A. R. Oelhaéen of the Oelhafen Lumber Company, Tomahawk, Wis., stated while in the city last week that his company's mill has resumed operations.

W. B. Boland of the Boland Lumber Company, Grand Rapids, Mich., is doing some selling around town in the hardwoods which his company carries.

Walter Heineman of the B. Heineman Lumber Company, Wausau, Wis., and Ed Heineman of the Heineman Lumber Company, Merrill, represented that family very well in Chicago last week.

F. H. Schneider, who is in the wholesale hardwood business at Wausau, is spending part of this week in Chicago.

F. A. Dark of the J. S. Stearns Lumber Company, Odanah, Wis., is putting in some time around the Windy City this week.

C. E. Curtis & Brothers Company has incorporated in the city recently. An increase in capitalization has been effected by the Hall Lumber Company, city, from \$25,000 to \$30,000.

The National Picture Frame Company has incorporated locally with $\$10{,}000$ stock.

 ${\bf A}$ loss by tire has been sustained by the International Picture Frame Company, Chicago,

E. M. Vestal of the Vestal Lumber & Manufacturing Company, Knoxville, Tenn., passed through Chicago on Wednesday on his way from Omaha to the Manufacturers' annual at Cincinnati. Mr. Vestal was in town long enough to close up some line orders for Tennessee red cedar. He prophesies a great year for oak, saying that stocks are badly used up and that in the face of a big demand prices are climbing steadily.

-----≺ BUFFALO >--

Henry C. Turner was appointed ancillary receiver, January 18, for Hamilton H. Salmon & Co., Inc., which concern had been adjudged bankrupt in the southern district of New York. It formerly had a wholesale yard here under the management of Frank T. Sullivan. When the Salmon company stopped business Mr. Sullivan continued the yard on his own account.

The builders of this city have formed a mutual welfare association, which promises to be of much advantage in promoting sociability and acquaintanceship, as well as pointing out the advantage of those who rent becoming owners of their own homes. The new association is the result of the recent dinner given by the Buffalo Lumber Dealers' Association to the contractors, a committee having been appointed at the time to arrange for the formation of a new builders' organization.

The Buffalo Hardwood Lumber Company states that inquiries are showing increase in a number of different woods. Trade is expected to be on an active scale for the first half of the year at least.

Taylor & Crate report business a good deal better than a year ago. The firm has a large stock of hardwoods at the mills in Mississippi and is getting several million feet in the new yard at Buffalo.

O. E. Yeager will go to Washington late this month to attend as a national councilor and delegate the fifth annual convention of the Chambers of Commerce of the United States. He reports improvement in hardwood trade.

G. Elias & Bro, state that the hardwood demand is fair, but the building business has dropped off considerably on account of the severe weather of the past few weeks.

Vice-President E. B. Lott is looking after the office business of the A. J. Chestnut Lumber Company at present, as Mr. Chestnut has not been in his usual good health lately. Active business is reported in Pennsylvania and New Hampshire.

Hugh McLean has been spending two weeks at Argenta, Ark., where the company's mill is now in active operation. Demand is said to be fairly good in plain and quartered oak.

The Standard Hardwood Lumber Company states that business is a little better than it has been. The company has a large stock of hardwoods, with more at the South to be shipped northward this spring.

The National Lumber Company has been selling quite a stock of hemlock recently, in addition to maple and oak flooring. Demand for flooring is said to be as good as a month ago.

Blakeslee, Perrin & Darling state that maple, oak and ash are now in chief demand at the yard. Stocks of ash have been moving rapidly and additions are now being made.

T. Sullivan & Co. are making fair shipments of brown ash and while inquiries are not heavy at present an exceptionally good spring trade is looked for.

Miller, Sturm & Miller have completed their annual inventory and find that stocks are showing up better than a year ago, while the demand is also on a larger scale.

The Atlantic Lumber Company reports that both maple and birch are making a good showing in the demand and the yard is finding it necessary to add to its stocks of these woods extensively.

——≺ PITTSBURGH ≻—

- L. S. Lincoln, receiver for the Tri-State Lumber Company of Uniontown, Pa., is winding up the affairs of that company. At the latest meeting of the corporation it was decided to discontinue business entirely.
- J. G. Wier & Co., wagon manufacturers, now located at 1325 Liberty avenue, have bought a plot at Pike and Fourteenth streets, and will build a wagon factory at once.
- J. F. Henderson, president of the Henderson Lumber Company, says that business is very fair and likely to continue good throughout the year. Coal companies are buying an unusually large amount of mixed hardwoods for mine and railroad purposes.

The Ellwood Lumber Company, which opened offices in the Farmers Bank building, this city, last year, has secured location on the P. R. R. just east of Hamilton avenue. East End. Here it will carry much stock of all kinds of lumber and do a general wholesale and retail business.

The C. E. Breitweiser Lumber Company pulled out of 1916 with a very nice year's total of business. As it is essentially a hardwood concern, its trade was worked up mostly among manufacturing concerns, especially in the East.

The Frampton-Foster Lumber Company in 1916 had the best year in its history. Its sales of white oak and other hardwoods to railroad and big industrial corporations were very large, and this year is opening up in splendid shape along these lines.

The West Penn Lumber Company believes that 1917 will be a good year in business right through the hardwood list. The scale of prices is bound to be high according to Manager E. H. Stoner, but the demands of the manufacturing and industrial trade will have to be filled in spite of high quotations.

The Acorn Lumber Company is heading away in 1917 very nicely. Its hardwood business last year was pretty satisfactory except as to the high price which may seem a hard proposition. President H. F. Domhoff looks for a nice year's business in 1917, especially from manufacturing concerns.

==< BOSTON >=

Receivers have been appointed for the Buttrick Lumber Company of Waltham, Mass., as a result of proceedings against this company before Judge Dodge in the United States district court brought by the Savannah River Sales Company of Portland, Me. Liabilities are estimated at \$175.000 and assets at \$218,000. The Buttrick Lumber Company offered no denial to the allegations of the complainant, and consented to the appointment of the receivers, William F. Mooers of Boston and Charles S. Stone of Waltham. This company has stood for years in the highest regard of the trade, and, although there had been local adverse opinions recently mentloned, it was generally considered that the favorable situation of the business, its long, clear record and active management would overcome its difficulties.

The P. Q. Lumber Company has been incorporated at Boston with authorized capital of \$150,000; the Ansonia Lumber Company at Ansonia, Conn., capitalized at \$35,000; and the New Brunswick Lumber Company at Augusta, Me., with capital of \$200,000.

Frank E. Swain has retired from the H. M. Bickford Company of Boston, with whom he had been connected for many years, and has become part of the organization of the Stevens Lumber Company of Boston. The Stevens company commenced business soon after the death of the late Charles O. Skinner, and was substantially an outgrowth of the C. O. Skinner Company, which had been affiliated with the Stone Lumber Company, which has just been incorporated at Boston with capital of \$60,000, Frank Schumaker being president and Geo. W. Stone treasurer. The offices of both companies are located at 50 Congress street.

=∹ BALTIMORE **>**=

The wholesale hardwood firm of David T. Carter & Co., which has been located for several years in the Law building, has acquired a yard on Paca street, near West, and will move there as soon as various improvements have been made. The yard has a frontage of upwards of 80 feet in part, and extends back perhaps 135 feet. An office will be erected, and shedding put up to keep stocks under cover.

It is announced that C. A. Hertenstein, Wesley Hertenstein and Schuyler Slager of Ohio, who bought a 12,000 acre tract recently from the Greif family, manufacturers of clothing in Baltimore, will erect a saw mill on the tract and undertake development. The timber is located in Wythe and Bland counties, Virginia, and has been held by the Greif syndicate since 1890. The price received is said to have been very satisfactory, although no figures are stated.

The Biltmore Lumber Company, Asheville, N. C., has leased four acres of land at Portsmouth, Va., and will erect a hardwood lumber and planing mill on the tract.

The managing committee of the Baltimore Lumber Exchange, at the monthly meeting here on January 8 at the rooms on Fayette street, found little business to transact, about the only thing done being acceptance of the resignation of Thomas Barnes, a lumber inspector, who has become a city wharfinger.

The Baltimore Wholesale Lumbermen's Club held its annual meeting on January 9 and elected W. Hunter Edwards of B. W. Edwards & Sons, president; J. H. Zouck, vice-president, and Carroli Stow of the Tuck & Stow Company, treasurer. It was shown that the activities of the club had been very advantageous to the interests of the wholesalers, and that the work undertaken in the way of raising business ethics and abolishing trade abuses was proving highly beneficial. The business session was followed by an excellent dinner.

The contract for the new pier to be erected at Locust Point for the Baltimore & Ohio railroad, which was awarded this week, calls for the use of not less than 250,000 feet of maple flooring, to be laid over yellow pine flooring. The flooring will be furnished by John S. Helfrich, who represents W. D. Young & Co. of Saginaw, Mich.

Among visiting lumbermen here within the last ten days or two weeks was W. D. Harrigan of the Scotch Lumber Company. Fulton, Ala., who expressed himself as enthusiastic about the prospects for the trade. Mr. Harrigan had come East largely to see the railroads about the car shortage, which, he said, was proving decidedly embarrassing for his company, and it was his intention to go on to St. Mary's, Idaho, where the company operates a white pine mill. At Washington he conferred with Capt. J. B. White of Kansas City, Mo., who was recently appointed a member of the Federal Shipping Board.

George S. Billmeyer, president of the Billmeyer & Small Company, car builder at York, Pa., and one of the pioneers in the business, died there suddenly, January 13, of heart trouble. Mr. Billmeyer was sixty-five years old and succeeded his father in the enterprise, which was founded by the elder man and constructed the cars used on the first railroad in Japan. The son was graduated from Princeton University in 1871, and was active in church and benevolent work, along with his other undertakings.

===< CLEVELAND >=

Promise for speedy relief from the slow deliveries of hardwood from the South to Cleveland is seen in the report of President George E. Breece of the West Virginia Timber Company at the meeting of the directors of the company here. Mr. Breece told the members that efforts of producers to induce the railroads to increase the number of cars in use had already berne fruit, and that shipments to other points north, aside from Cleveland, had been improved already. Prospects for better facilities for making shipments has caused the hastening to completion of the company's new flooring and finishing plant, at Charleston, W. Va., Mr. Breece said.

Appointment of a permanent committee to look after legislative matters has been completed here. The committee is headed by Arch C. Klumph, president of the Cuyahoga Lumber Company. The object will be to prepare new legislation looking to the improvement of the business, as well as the protection of laws already enacted. The committee first proposes to have made law in the present Ohio assembly a measure designed to provide a uniform bond to be used in the cases of public buildings and at the same time give material men and builders a lien against public property where the contractors' bills are not paid either by them or the bonding companies.

-----≺ COLUMBUS >---

R. W. Horton of the W. M. Ritter Lumber Company says trade in bardwoods is holding up well in every way. The volume of business is about equally divided between retailers and factories. Prices are strong at the levels which have maintained for some time. Prospects for the future are rather bright.

Bernard Coffin, a pioneer in the export lumber business of the United States, died at Cincinnati recently, at the age of eighty-four years. His activities lay in South America, where he represented American concerns in Argentina and Paraguay.

The Probst Lumber Company of Cincinnati will increase its capital stock \$15,000, of the 8 per cent preferred stock, which will take \$30,000 outstanding of a total authorized issue of \$40,000. The company will expend its operations in hardwoods and yellow pine.

Richey, Halsted & Quick, Cincinnati, have been incorporated with a capital of \$150,000, to deal in lumber. The incorporators are Samuel W. Richey, Lynn D. Halsted, Walter Quick, Luella O'Kane and Rosemary Cowen.

The O'Connor-Schraegle Lumber Company of Cuyahoga Falls has been incorporated with a capital of \$25,000, to deal in lumber. The incorporators are Joseph V. O'Connor, Wm. A. Schraegle, Carl M. Myers, Isabelle R. Donaldson, E. I. Schraegle

=≺ CINCINNATI ≻====

J. Watt Graham, head of the Graham Lumber Company, and active in Lumber Club and Lumber Exchange affairs, was honored recently with an appointment as a member of the nominating committee of the Chamber of Commerce, of which the Cincinnati Lumber Exchange is a subsidiary.

A meeting of the stockholders of the Chicago Mill and Box Company will be held here January 30 for the purpose of dissolving the corporation. The business was taken over last July by the Cincinnati Wire Bound Box Company. The Webster street plant of the latter company

will be discontinued and the cut () business conducted in the future at the St. Bernard plant,

It was announced that at least ten of the eighteen logging camps which the Virginia & Rainy Lake Lumber Company operates in the region of Cusson, Minn., were working regular sized crews and in the other eight camps there were at least 125 woodsmen. The scare which the Industrial Workers of the World spread through the North country has faded away, and the woodsmen are flocking back to their work. Some fear was entertained here that the I. W. W. agitation would result in a fie-up of operations, which, if only temporary, would entail great loss on account of the very limited movement now occasioned by the car shortage.

Two additions, giving a total of more than 25,000 feet of floor space, have been ordered by the Cincinnati Planer Company. This is the second improvement of consequence interesting to lumbermen here since January 1, indicating an early and prosperous start for the 1917 building activity.

Practically all the railway entering Cincinnati as well as those maintaining offices in this city have announced within the last few days a general easing up of embargoes on various kinds of freight, including lumber. On several of the larger lines where the embargoes have not been entirely lifted, the railroads are handling freight with greater dispatch than they were a week ago.

The business of the Sebastian Lathe Company has been acquired by Benjamin Sebastian, its president, and will be conducted by him as an individual hereafter. A meeting of the stockholders has been called for February 3, to dissolve the corporation.

It was intimated last week that property owners favoring wood block and granite paving for certain suburban thoroughfares would file suit in the near future to enjoin the improvements of the streets if the material recommended by the street committee of City Council is specified in the contracts, which soon will be let. The proponents of wood block paving, which has been so eminently ratisfactory on such heavy traffic streets as Vine and McMillen streets and Madison toad, have waged a determined light for its adoption in future improvements, but the "all granite" adherents seemed to make the most impression in the last "set to" with the street committee, unless court action intervenes. It appears that most of the property owners on the streets in question favor the wood block, because it is noiseless and necessitates less repair, thereby being much less expensive in the long run. Wood block paving also is more easily cleaned.

The George N. Comfort Lumber Company has been incorporated at Cleveland, O., for \$50,000. The directors of the new corporation are George N. Comfort, L. F. Foster, M. E. Ordner, G. E. Sweet and Ralph R. Snow.

Permission to issue and sell \$100,000 bonds with which funds to purchase 475 new cars was granted the Detroit, Toledo & Ironton Railway last week by the Ohio State Utilities Commission. The road said in its application it was in great need of additional cars.

=< TOLEDO **>**=

The Gotshall Manufacturing Company reports the outlook for spring trade excellent. It has faith in the coming season and believes it will be one of the largest it has ever known. The concern is well prepared to take care of the expected increase.

An exhibit of wood carvings is being shown at the Toledo Museum of Art and is attracting wide attention. The work is done by Axel Peterson, a famous Swedish sculptor. The carvings not only excite admiration, but laughter, as they are humorous bits. "A Game of Chess," The Village Trial" and "A Troublesome Fly" are among the most striking, and, although full of humor, are remarkably simple in handling. Axel Peterson began life as a peasant in Smaland, Sweden, as a joiner. He began, untaught, to carve in wood for his own pleasure. From the small beginning he developed into one of the greatest artists. The Swedish exhibition contains paintings, sculptures and prints and was brought to the Toledo Art Museum by John N. Willys of the Willys-Overland Automobile Company.

The Booth Column Company reports a nice line of orders coming in for spring business. This concern is having some difficulty securing popular supplies, the scarcity being especially noticeable in 5/4 and 8/4 No. 2 common.

The Skinner Bending Company reports business reasonably good. Its greatest difficulty is to secure suitable material, both oak and hickory being extremely scarce. It requires the green timber in the log and manufactures it itself. Labor conditions are fairly easy at present, and orders coming in nicely.

—≺ INDIANAPOLIS ≻=

The Knox-Hutchins Furniture Company, of Paoli, Ind., has completed a new subsidiary plant to the Paoli Cabinet Company, and has started the new plant in operation. The company has unfilled orders aggregating \$43,000.

Incorporation papers were filed last week for the Franklin Manufacturing Company. Franklin, Ind. The company has a capitalization of \$15,000 and will engage in the manufacture of furniture. The directors are Guy Fulton, Dudley A. Cox, and Joseph J. Doan.

The Johnston & Klare Manufacturing Company, of Lawrenceburg, Ind., has been incorporated to engage in the manufacture of furniture. The

company is capitalized at \$15,000 with Susan F. Klare, William W. Klare, and William M. Johnston, as directors,

A. L. Stout or Indianapolis, one of the largest stockholders in the Stout Furniture Manufacturing Company of Salem, Ind., has announced that the company's plant which recently was destroyed by fire with a loss of approximately \$100,000 will be rebuilt as soon as possible.

=≺ EVANSVILLE **>**=

The Vulcan Plow Company of this city has given its employes a ten per cent average increase in wages and established the eight-hour day. The increase affected day and piece workers, about 200 men being included, and will mean an addition of from \$10,000 to \$12,000 in the company's payroll. The Vulcan Plow Company was the first plow concern in Evansville to go to the nine-hour basis, this being done in 1886.

The Home Owners' Association, with a capital stock of \$100,000, has been incorporated. The directors for the first year are Gustave Hartmetz, James C. Johnson, Samuel T. Heston and O. W. McGinniss. The company will build and sell homes.

The Whitemore Handle factory at Mt. Vernon, Ind., one of the largest and best known handle concerns in this section, is erecting a new factory, which will greatly enlarge the plant's output.

Aaron Henry Whittenberg, aged ninety-four years, a retired coffin manufacturer at Aurora, Ind., died at his home in that city several days ago after a short illness. He was well and favorably known among the lumber manufacturers of that section.

Mayor Benjamin Bosse, head of the Globe Bosse-World Furniture Company, was in Chicago a few days ago on business. He is of the opinion that after the European war is over furniture prices will go up, as he is firm in the belief that lumber prices will advance, and this will mean that furniture manufacturers will have to take similar steps.

Maley & Wertz, hardwood lumber manufacturers, recently announced that they had advanced the wages of about 150 employes from ten to thirty per cent, the increase adding from \$7,000 to \$8,000 to the company's annual payroll. The C. P. White Manufacturing Company and the George T. Schultze Lumber Company have also announced nice increases in the wages of their employes.

J. C. Greet of the J. C. Greet Lumber Company has returned from a southern business trip and reports trade conditions mighty good since the first of the year.

The VonBehren Manufacturing Company, maker of spokes and hubs, has just finished the building of a new addition, 160 by 80 feet, which for the present will be used as a warehouse.

The contract has been let for new factory buildings for the Henderson Builders' Supply Company at Henderson, Ky., the contract price being \$7.000. Work on the improvements will start at once.

George O. Worland, president of the Evansville Lumbermen's Club and manager of the Evansville Vencer Company, reports the vencer business active. He is looking for a fine trade during the whole of the present year.

A. J. Thornton, a prominent lumber dealer at Morganfield, Ky., has been selected mayor of that thriving city by the city council to fill the vacancy caused by the resignation of the former mayor.

A few days ago W. H. Fields of Loogootee, Ind., purchased a sawmill in Lost River Township. Martin County, Ind. The mill has been moved to the Fuhrman farm in Barr township, where a great deal of lumber recently purchased will be sawed up.

The Wolffin-Luhring Lumber Company has recently installed electric motors in its mill at the corner of Division and Morton streets, which will make it possible for the company to do special millwork.

Guild C. Foster of the Evansville Woodstock Company has returned from a business trip to New York and the East.

The stave mills along Green and Pond rivers in western Kentucky are now being operated on full time, and trade promises to be good all year. Many of the staves manufactured there are brought to Evansville by heat

—≺ *MEMPHIS* **>**—

The towboat Dorothy Barrett is the first craft with a tow of logs to pass through the new diversion canal constructed for the purpose of facilitating the removal of the big sandbar which has accumulated in front of the Memphis harbor. This boat belongs to the Patton-Tully Transportation Company and had two barges of logs in tow for the big mill of the Anderson-Tully Company on Wolf river in North Memphis.

E. L. Highsmith, manager of the Interstate Cooperage Company, has sent a check for \$200 to be applied to the Firemen's Relief fund here. The Interstate Cooperage Company suffered damage of about \$30,000 to its dry kilns here at the close of the year, and the check was sent as an expression of appreciation of the excellent service rendered by the fire department, a service which, because of its excellence, undoubtedly saved the plant and all the raw material and finished products belonging to the company outside of its kilns.

C. T. Whitman, prominent lumberman of Earle, Ark., and Memphis, has resigned the presidency of the City National bank here. He has been succeeded by Charley Thompson, a prominent business man of this city. However, Mr. Whitman retains the position of vice-president of the City National bank and will be identified with the management thereof though in a less active manner than heretofore. Mr. Whitman has con-

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siderable timber, lumber and milling interests in the territory tributary to Earle, Ark.

R. J. Welsh of the Welsh Lumber Company is home from the border on furlough. He is a member of Company I, Chickasaw Guards, First Tennessee Infantry, and will be at home for about two weeks longer. Mr. Welsh is one of the officers of the Welsh Lumber Company, and is in the best of spirits and in fine physical condition.

The Bush-Moseley Lumber Company has purchased a fine body of timber near Tuscaloosa, Ala., and is building a mill with capacity of 30,000 feet for the development thereof. A kiln will also be operated in connection with the mill, an order having been placed for one of the moistair type.

The Clancy-Webb Lumber Company is building a sawmill at Sardis, Ala., on the Louisville & Nashville railroad, near Selma. This mill will have a daily capacity of 15,000 feet. J. L. Clancy, Selma, has been appointed general manager of the company and will have active charge of the plant.

It is announced that the Edward C. Allen Lumber Company, Memphis, Tenn., has leased the mill of J. L. Haley, of the Haley-Rucker Company at Itta Bena, Miss., and that it will begin operating this as soon as the necessary repairs can be made. This will be about February 1. This firm recently acquired 4,000 acres of timberland near Itta Bena, and has already brought out about 1,000,000 feet of logs. The mill has a capacity of 25,000 feet daily and a railroad has been built which connects the timberlands with the plant. Edward C., H. L., and H. D. Allen are the principal owners of this firm.

——≺ NASHVILLE ≻=

High tide on the Cumberland river is expected to replenish the stecks of logs of Nashville hardwood manufacturers within the next week. It is expected that 20,000 to 25,000 logs will be brought to this market within the next week by the river tide. This is the first tide of the season high enough to float logs from the tributaries of the Cumberland,

and it is expected that loggers will get very busy. Usually there are several high tides during the fall season. Local firms are getting short on logs, and the movement will be very gratifying. Lieberman, Loveman & O'Brien and John B. Ransom & Co. are the largest receivers of river logs.

II. M. Gorman, formerly timber purchasing agent for the Virginia & Carolina railway, has become associated with the John Morrow Lumber Company, Harriman, Tenn., one of the large hardwood firms of that territory. The company has been incorporated with capital stock of \$20,000, and elected the following officers: John Morrow, president; Albert Crumley, vice president; H. M. Gorman, treasurer, and J. M. Holland, secretary. The company has purchased 12,000 acres of fine hardwood timberland in Fentress county. Tennessee, which will be developed shortly.

A charter has been granted by the secretary of state to the American Lumber and Manufacturing Company of Johnson City, Tenn., with authorized capital stock of \$25,000. W. S. Smith, A. B. Biddle, W. O. Neison, Henry Ehret and B. H. Taylor are incorporators.

The Dickson & Shannon Lumber Company of Dickson, Tenn., has increased its capital stock from \$10,000 to \$20,000.

The Huff-Stickler Lumber Company, South Bend, Ind., has registered its charter with the secretary of state, and is thereby authorized to do business in Tennessee.

The lumbermen here are anxious to have a representative on the Federal Trade Board and with this object in view Orville A. Pier, secretary of the Lumbermen's Exchange, has sent letters to the Missouri congressmen and senators, urging their support in the movement.

At the annual meeting of the stockholders of the Philip Gruner & Bros. Lumber Company, held recently, R. E. Gruner was re-elected president. R. Schroeder and W. P. Gruner were re-elected vice-president and secretary, respectively. Including the officers, J. P. Gruner and Emmet Gruner were re-elected on the directorate.

The Banner Buggy Company has decreased its capital from \$400,000 to \$100,000.

The Krug Lumber Company has recently been incorporated here with a capital of \$10,000.

The R. J. O'Reilly Lumber Company has moved its office to the corner of Broadway and Tyler streets from 1950 North Main street. The yard will remain where it was.

=≺ LOUISVILLE >===

Smith Milton of the Churchill-Milton Lumber Company has been spending a good deal of time at Glendora, Miss., where the company operates mills, and at Greenwood, Miss., where a new plant is being installed. This new plant will probably be in operation about March 1.

T. M. Brown of the W. P. Brown & Sons Lumber Company has returned from a trip to Chicago.

T. L. Thorne, manager of the Greenwood, Miss., mill of the Churchill-Milton Lumber Company, and Howard S. Shead, Chicago manager for the Holly Ridge Lumber Company of Louisville and Holly Ridge, La., were visitors at a recent meeting of the Louisville Hardwood Club. At this meeting the principal business handled was that of discussion of plans relative to members attending the Indiana hardwood convention, the Hardwood Manufacturers' convention, and the gum and oak meetings.

C. B. Stafford, formerly manager of the Merchants' Exchange of Memphis, Tenn., has been named secretary of the transportation department of the Louisville Board of Trade, succeeding John J. Telford, who resigned January 1. Mr. Stafford has had several years' experience in traffic work.

Forester & Havine, lumber operators of Whitesburg, Ky., have started a big movement of poplar timber on the Poor Fork branch of the Cumberland river. A force of several hundred men is being kept busy in getting out the logs, which are floated down the Cumberland to various mills.

The Ashland Hardwood Lumber Company of Ashland, Ky., has been incorporated with a capital of \$50,000 by John E. McCall, S. S. Willis, and H. H. Vansant.

The Louisville Point Lumber Company has been meeting with a big demand for hard maple lately, and has been endeavoring to secure supplies to cover orders.

The Glasgow Flooring Company, Glasgow, Ky., with about one-half million feet of plain oak on hand, has resumed operations at its plant, after having been shut down for some months.

Articles of incorporation have been filed by the Hieronymus Tie & Timber Company of St. Helens, Ky., listing a capital of \$10,000 and naming G. D. Hieronymus, Hill Congleton and R. Van Metre.

Ground was broken last week at Salem, Ind., for the new plant of the Stout Furniture Company, to replace that burned in a \$200,000 fire in December. There was some talk of moving the plant to Louisville, but the company decided to rebuild at Salem, but on a new site.

Nearly 350 shippers, railroad men, lumber men and traffic experts were present at the annual banquet of the Louisville Transportation Club on January 12. Frank Trumbull of the C. & O. and W. L. Mapother of the L. & N. gave some interesting dope on railroad operations and need for elements state and federal regulations.

The Greasy Ford Coal & Timber Company, 524 Paul Jones building,

Louisville, has filed notice of dissection. Robert G. Gordon, secretary of the company, is winding up its affair

J. H. Burgess of Hopkinsville, Ky., has organized the Burgess Lumber Company, to erect a mill at Webb, Miss., to manufacture oak, gum and hickory timber. Machinery has already been ordered and operations are to start in March.

The Owensboro Planing Mill Company, Owensboro, Ky., recently filed amended articles of incorporation, reducing its capital stock from \$113,700 to \$86,700.

Burgess Stevens, Richmond. Ky., operator of lumber mills in Perry county, is in an infirmary at Richmond, where he is recovering from being severely crushed in the machinery at his mill.

The D. E. Hewitt Lumber Company has closed a big hardwood lumber deal at Louisa, Ky., where it has concluded negotiations for 3,500 acres of timberland on the old McDonald tract. It is said that about 5,000,000 feet of prime hardwoods will be cut.

Sewell S. Combs, secretary of the Combs Lumber Company, Lexington, Ky., is recovering from a broken arm and severe bruises received in stopping a runaway horse and probably saving the lives of three small children.

Louis P. Simer, formerly of St. Louis, has taken over the management of the Morehead Spoke Company at Morehead, Ky., and the plant has resumed operations on a full-time basis.

The Yellew Poplar Lumber Company has been getting out many logs on high water on the Big Sandy, near Louisa, Ky., and expects to get out a total of 50,000 logs. Some of these logs have been high and dry for eight or ten years.

=≺ WISCONSIN >=====

An involuntary petition in bankruptcy has been filed in Milwaukee against the Brown Cabinet Manufacturing Company by three creditors with claims totaling \$1,500. They are the G. L. Waetjen Company, John Schroeder Lumber Company and Stillman Paine Company.

The Landeck Lumber Company of Missouri has filed articles of incorporation in Wisconsin, with headquarters at 1036 First National Bank building, Milwaukee. The capital is \$25,000. F. A. Landeck, G. J. Landeck and P. C. Kolinski are the incorporators. A wholesale lumber business will be conducted.

H. J. Wagner has purchased a sawmill at Waupaca, Wis., and is equipping it with the necessary machinery. Logs have begun to arrive and operations will be started in about ten days.

The Diamond Match Company has awarded a contract for the construction of an addition to its plant at Oshkosh, Wis. It will be five stories high, of concrete and brick 75 by 150 feet with a wing 70 by 175 feet.

The N. S. Washburn Lumber Company of Sturgeon Bay, Wis., is rebuilding the sawmill which was damaged by fire last fall. Considerable machinery will be replaced. A new brick dry kiln will be erected, to be 30 by 60 feet. The planing mill will close down for overhauling.

The old sawmill of the Campbell & Cameron Company, one of the industrial landmarks of Oshkosh, Wis., is being razed. The mill was erected in 1871 and was operated until a year ago.

The Vetter Manufacturing Company of Stevens Point, Wis., which purchased the Clifford sawmill at that place, will probably not operate the mill next summer. The company will do no logging on its own account this winter. About 2,000,000 feet of logs will be purchased and sawed at Gilman.

The Phoenix Chair Company of Sheboygan, Wis., has retained engineers on rehabilitation of its electrical and mechanical equipment of its big factory in that city.

The Hoaglin Manufacturing Company of Waupaca, Wis., has resumed operations at its plant which had been closed for six months. Among its initial orders is one for $500,000~{\rm fly}$ swat handles.

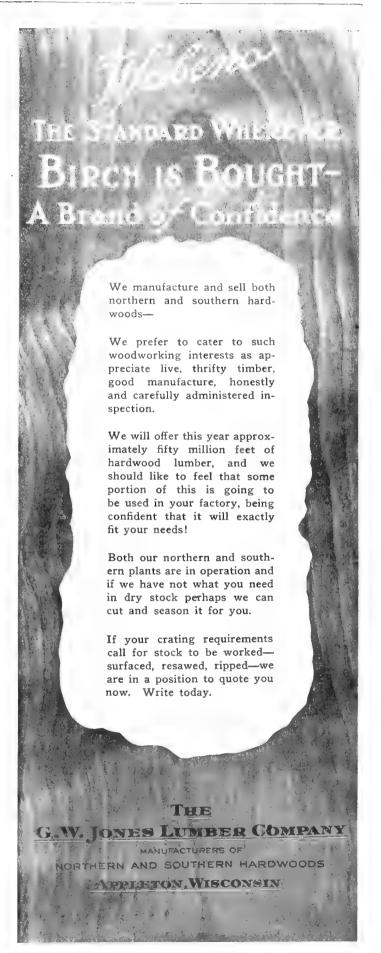
The B. Heinemann Lumber Company of Wausau, Wis., has started operating its sawmill after a shutdown of several months. Night work will be resumed shortly. The company plans to eliminate the customary shutdown hereafter.

Sprenger Bros., Millersville, Wis., will rebuild their sawmill and cheese box factory, which was recently destroyed by fire. Modern machinery will be installed, and has been ordered for March 1 delivery.

The Brookings Commercial Company of Eau Claire, Wis., has incorporated with \$1,000,000 capital stock. The purpose of the concern is building a private steam logging railroad and doing a logging and lumbering business. John S. Owen, C. W. Lockwood and A. J. Keith are interested.

The John Weeks Lumber Company of Stevens Point, Wis., is planning to cut 6,000,000 feet of lumber this season, somewhat in excess of the previous year. The mill has been overhauled and will be started early in February. For a time the mill will depend entirely upon rail shipments of logs.

A. S. Pierce and Charles E. Lovett have incorporated as the Lovett & Pierce Lumber Company at Rhinelander, Wis. The firm will deal in northern hardwoods. Mr. Pierce will also continue alone in the pine lumber business. The officers of the new corporation are: President, Mr. Lovett; secretary and treasurer, Mr. Pierce. Mr. Lovett has been sales manager in the hardwood department of the Brown Brothers Lumber Company for twelve years. Offices have been opened in the First National Bank building.



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50.000 ft. $1\frac{1}{2}$ No. 3 Soft Elm.

75,000 ft. 1 " No. 3 Hard Maple

25,000 ft. 1 "No. 3 Red Oak

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Payson Smith Lumber Co. MINNESOTA MINNEAPOLIS

Williams Lumber Company

FAYETTEVILLE TENNESSEE

-MANUFACTURERS---Middle Tennessee HARDWOODS

Soft-Textured Qtd. Oak a Specialty

1 . Moler Lamber Company of Tomahawk, Wis. will maintain its who, sib headquarters in that city. F. E. Burbach of Portage has been transferred to the wholesale department at Tomahawk. The Mohr Company cas taken charge of the Bradley interests which were acquired some

The Mitchell Motors Company, Racine, Wis., which is the outgrowth of the Mitchell wagon interests, established in 1834, now occupies the new five story body plant. All bodies for Mitchell cars will now be made by the company at its own factory.

D. H. Pierce and Gustave Seeger, of Appleton, Wis., have organized the Auto Body Company and commenced operations in the former Schneider factory. All types of automobile bodies will be manufactured, both for pleasure and commercial cars.

Clark Dodge has purchased the interest of his brother, Leroy Dodge, in the C. S. Dodge & Son Company, at Monroe, Wis., operating a planing mill. Leroy Dodge acquired an interest in the Dodge Lumber Company of the same city.

The E. J. Pfiffner Lumber Company of Stevens Point, Wis., will cut about 1,000,000 feet of hardwood and hemlock around Sell's Spur in Ashland county. The company will also buy some logs, all of which will be sawed at the Sell's Spur mill. The hardwood will be shipped directly to market and the hemlock lumber to the local yards.

Andrew Jensen, a well-known lumberman of New London, Wis., who recently filed a petition in bankruptcy, has been held on the charge of making a false sworn statement to secure a further extension of credit and an increased loan at the First National bank of that city. It is alleged that funds were secured on the strength of a false statement of assets and liabilities. There is a probability that the loan will be paid to and the matter.

Milton A. Sprague, prominent lumberman and banker of Washburn, W18 ded in that city Jan. 13, following an operation for intestinal trouble. He was seventy-three years old. Business houses were closed for four hours on Monday as a mark of respect to Mr. Sprague. body was cremated at Minneapolis.

The plant of the American Seating Company at Racine, Wis., will probably never be started in full operation again, William C. Hood, for thirty years connected with the firm, resigned as manager recently. No successor has been appointed and it is reported that a manager will not be necessary. The firm employed more than 300 men here at one time, doing a big business in school seats and opera chairs.

The Ladysmith Potash Fertilizer Company, operated at Ladysmith, Wis., by F. Zitelman, has been succeeded by the Rusk County Potash Fertilizer Works. Thomas Baker has acquired an interest with Mr. Zitelman, and the business is being extended and expanded. Wood ashes from the various woodworking plants are used in the process of manu-

W. A. Bissell of Wausau, Wis., head of the Yawkey-Bissell Lumber Company, and Frank K. Bissell, vice president and treasurer of the Bissell-Wheeler Lumber Company of Marshfield, have taken over the holdings of W. D. Wheeler in the latter concern. Mr. Wheeler will handle lumber and manufacturers' stocks, having opened offices in the Paulus Block, at Marshfield, under the name of W. D. Wheeler & Co.

The Kenfield-Lamoreaux Company of Washburn, Wis., is operating its crating and heading factory on full time with 115 men. The sawmill of the concern has started operating day shifts, and will be operating on the double schedule as soon as logs arrive in large enough quantities.

The annual meetings of the Chippewa Lumber & Boom Company and the Mississippi River Logging Company were held at Chippewa Falls, Wis., January 17, in the new offices over the Lumbermen's National Bank. R. M. Weyerhaeuser was elected president of both companies; William Irvine, secretary and treasurer of the Chippewa; and Thos. Irvine, secretary, and E. L. Ainsworth, treasurer, of the Mississippi company. Years ago these meetings brought the most prominent lumbermen in the country to Eau Claire, and were followed by a big banquet. Only a few of these are left now, William Irvine of this city being the only one of the old guard present. No banquet was held this year.

The Hardwood Market

=< CHICAGO **>**=

The Chicago trade is developing rather slowly as is usual in January, the hesitancy being due to two reasons; one the natural check offered by the furniture shows and the other the continued hope among the buyers that something will occur to break prices and enable them to buy their hardwood stocks cheaper. The local trade still retains its confidence, however, and there is very little doubt that purchases of hardwoods made now will be on a better basis than is likely to be available for a long time to come. Mill conditions are so strong and are so readily reflected to the mill representatives and the wholesale trade in the metropolitan district that there is hardly a possibility of any weakening at consuming markets. The presence of various large northern buyers has been noted at some of the southern conventions, giving a suggestion that the larger times, whose purchases entail such vast outlays as to make them of surpassing importance, have come to tealize the intility of waiting lower and the wisdom of getting about or hardwood purchases as soon as possible. The conventions of last were and this week both in the North and the South have developed so the chark abe and such general strength in hardwood conditions that there is the tail to be a strengthening very much more favorable to the sellers. While confidence has been general individually prior to the meetings, the gatherings have crystallized this separate sentiment into a unified purp se which is having its effect already this week in southern quotations and will most certainly have a similar effect next week in quotations from the North after the big meetings of northern operators. The consensus of opinion at those points will certainly show this attitude of the handlers in the market centers.

-----≺ BUFFALO >--

The hardwood trade has not been particularly active of late and it has been held up considerably by embargoes, while the weather has also been unfavorable to the carrying on of building operations. This latter fact is said to be the reason for quite a little dullness in the interior trim trade. But on the whole the outlook is brighter than a year ago and not so much interference has been occasioned by the taking of inventories, Wholesalers feel that business is going to be good this spring and that orders will exceed the number placed here a year ago.

The demand for furniture woods is reported on a good scale. Industrial plants are also ordering quite a fair amount of stock. Yard assortments in some lines have been pretty well cleaned up and new stocks are being received from the South and other sections. Some concerns report having had little trouble in getting lumber from the South, with unusual delay in receiving hardwoods from northern mills. The woods most in demand are oak, both plain and quartered, maple, ash and birch, with a larger sale than usual for cypress. Export demand for ash is said to be larger than for other hardwoods, especially on account of the uses made of it in the manufacture of war munitions. The British government, which controls most of the tonnage coming this way, allows it to go through without special restrictions.

---≺ PITTSBURGH >--

Hardwood men agree on three things. First, that the general prices on hardwood right through the list are nearly \$4 per M, higher than six months ago. Second, that the volume of business in 1916 made a much better showing compared with 1915 than did the volume of net profits. Third, that the outlook for selling hardwood lumber this year is exceptionally good. Stock taking is about over and hardwood mills and retail yards are pretty short of stock. The same can be said of most factories and plants which use fine hardwood lumber exclusively. In fact, the general shortage of good dry lumber indicates that there will be a stiff market right along and that present prices are pretty sure to be held. Salesmen of wholesale companies are getting out on the road this week and doing their best to get buyers started early. The chances of getting better deliveries towards spring are very small and it looks as if the early bird would get the worm.

-----≺ BOSTON >--

Still further improvement may be recorded in the transportation situation of New England; the open season, the combined efforts of the railroads, the Interstate Commerce Commission and the patrons to relieve the car shortage and other favorable influences have resulted in a considerable easing up of the terms of many embargoes and the withdrawa! of others. The demand for hardwood is not noticeably strong, but certainly cannot be considered as a whole anything below normal for this period of the year. The restricted call for certain varieties, such as quartered oak, plain oak and in a lesser degree of poplar, is fully balanced by the continually rising usage of northern and New England stock. This transference of consumption of local material in place of southern and western hardwood has been persistent, and in the volume attained and length of time covered this displacement has become an important element of the hardwood business of this section of the country. Referring only to recent and short intervals, there have not been changes in values and amounts handled that would call for especial notice, although the majority of opinion is that the trend here is toward a strong but not active market.

===≺ BALTIMORE ≻=

While the last two weeks or so have been a period of quiet, this condition caused no uneasiness for the reason that it covered the end of the year. The former routine has now been resumed, and the salesmen are meeting with a fair degree of success. Not the slightest tendency on the part of prices to sag is noted, the tendency being rather upward. The mills halted for a while to give working forces a holiday and make some repairs, but practically all of the plants have now gotten back to work, and the favorable weather has enabled them to keep the production fairly high. One of the encouraging signs is the good demand for some of the low-grade stocks, especially in poplar, which relieves the mills of a problem that has at times appeared to be quite troublesome. And what is more, these low-grade stocks are bringing satisfactory returns. The distribution of high-grade poplar and similar supplies is more or

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C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timber and hardwood lumber

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White Oak Red Oak Poplar Hickory

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Southern Hardwoods ——Gum, Oak and Ash——

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BLISS-COOK OAK CO.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

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Can furnish anything in Oak, air dried or kiln dried, rough or dressed

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less affected by the embargoes placed upon exports abroad, but no serious difficulties in the way of finding takers are being experienced. It looks as if the problems of the hardwood men, which grew out of the cessation of the foreign business, are solving themselves fairly well, the domestic requirements having undergone a sufficient expansion to make up in large part, if not entirely, for the dwindling demand in other directions. The advances made in the quotations just prior to the end of the year are being fully maintained, and there are indications of a further marking up of the figures. Many of the price lists, especially on maple flooring and similar items, have been withdrawn, and the buyers are obliged to take chances. Close inquiry would probably show that the figures have been marked up somewhat and that the tendency is toward a yet higher level. At any rate, expectations that a recession would take place have not been realized so far, and it seems not at all likely that any will be recorded, as the demand for stocks is fully up to the production.

=≺ COLUMBUS >=

The hardwood trade has been ruling firm in every respect during the past fortnight. Buying has been steady and both retailers and factories are placing orders more liberally. The tone of the market is generally good, and lumbermen believe that future prospects are bright in every way.

Factories making boxes and implements are good purchasers. Considerable buying is also being done by vehicle and automobile concerns. After the semi-annual furniture sales good trade from furniture factories is expected. In fact, all lines of manufacturing are buying lumber stocks better than usual, which reflects the general prosperity which prevails in industrial circles.

Retailers are good purchasers, as their stocks are not large. Some of the dealers have been taking advantage of the lull over the holiday period to accumulate stocks. The worst feature at this time is the car shortage, which delays shipments from a month to six weeks. Embargoes have been placed on many of the southern roads which still further hampers the movement. Mills have many orders on hand that they have been unable to fill because of the railroad situation.

Prices are firm all along the line and all changes have been toward higher levels, and there is no cutting to force trade. All grades are moving well. Dealers have about come to the conclusion that cheap lumber is a thing of the past and are buying both for present and deferred shipment. Collections are generally good.

Quartered oak is firm and there is a good demand for plain oak stocks with prices ruling firm. Poplar is moving well, especially in the lower grades. Ash is firm, and the same is true of basswood. Chestnut is one of the strongest points in the market. Other hardwoods are unchanged.

=≺ CINCINNATI ≻=

The apparently ever increasing prosperity among the furniture manufacturers is being largely reflected in the local hardwood market, this branch keeping up its heavy demand with scarcely no signs of any abatement. In fact, consumers are standing by the hardwood market in a very substantial manner, the car building concerns vying with the furniture makers in their requirements. Likewise, the implement and automobile companies are liberal buyers of hardwoods, and no small business is being done in spruce with the aeroplane manufacturers. In the planing mills and general mill work factories there is a gratifying amount of work on hand. The car shortage is making itself felt in no slight degree, but this situation has existed for so long that it now practically is taken as a matter of course. Dry stocks are getting quite scarce and practically all items are showing some gain over quotations a few weeks back. Maple is in excellent request, especially with the flooring manufacturers. The demand far exceeds the supply and much larger quantities of maple would be moved in this territory were it possible to do so. Furniture concerns are bidding high and lively for maple, while its popularity as an interior finish is attested by the requests of the mills. The recent boom of beech flooring evidently is not going to subside very soon. Stocks here are low, as is the case in nearly all the more prominent northern hardwoods. Birch, the leader of the northern market for some time, still moves in fair volume, but the call for birch has lost considerable of its snap. Maple and beech are profiting on birch's loss. Higher prices are being realized on oak of late and the demand is picking

The various oak grades are emerging from a long period of lethargy and taking a firm hold on the market. Common is in best call and the demand is keeping up steadily. Much gum is finding its way to the box manufacturers. These concerns offer a ready market for the lower grades and prices are holding firm on previous levels, with a general tendency toward advance. Sap, while probably not enjoying the popularity of the lower grades, is moving well. A tendency toward higher prices has been noted recently in cottonwood, because of somewhat of an increase in the demand and a very decided decrease in the supply. Hickory is commanding high prices compared with a few weeks ago, and like elm is in constant demand from the vehicle woodstock concerns. Elm hub blocks are especially strong items in the market. Ash has not gained of late to any appreciable extent, but there has been little or no decline. Hemlock has gained since recent news of the abatement of the I. W. W. agitation in the northern woods. Logging operations are said to be pretty near normal at this writing. Panel stock cypress has advanced recently.



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CABLE ADDRESS-"LAMB"
Codes Used-Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

· ·	STOCK	LIST FOR	R JANUA	RY, 1917	7				
	3 8"	1 2"	5 8"	3 4"	4 4"	5 4"	6 4"	8 4"	10 4"
st & 2nds Qtd. White Oak	63,000								
st & 2nds Qtd. White Oak		93,000	42,000	28,000	51,000				
st & 2nds Qtd. White Oak 10" & up.		58,000	19,000	30,000	34,000	1,500		7,000	
st & 2nds Qtd. White Oak 12" & up						3,000			
lo. 1 Common Qtd. White Oak	90,000		62,000	7,000	131,000	21,000	1,500		
lo. 2 Common Qtd. White Oak	8,000		14,000	7,000	121,000	2,000			
lear Qtd. Strips 2-312"					24,000				
lear Qtd. Strips 21/2-51/2"					6,00/1				
lo. 1 Common Qtd. Strips 212-512"				4,000					
st & 2nd Pl. White Oak			50,000						
to. 1 Common Pl. White Oak		21,000		36,000	250,000		2,500	8,000	
lo. 2 Common Pl. V/hite Oak			3,000		360,000		4,000		
st & 2nds Pl. Red Oak	1,000	4,000			17,000				
lo. 1 Common Pl. Red Oak					45,000	9,000	3,000	2,500	
lo. 2 Common Pl. Red Oak			8,000	2,000	250,000	26,000	9,088		
Oak Core Stock					150,000				
st & 2nds Plain Red Gum	351,000	450,000	9,000	91,000			6,000		1-11
No. 1 Common Plain Red Gum	130,000	85,000		85,000	36,000	74,000	4,000		1,50
om. & Bet. Otd. Red Gum 60-40							6,000		
st & 2nds Figured Red Gum					25,000				
lo. 1 Common Figured Red Gum					41,080				
st & 2nds Sap Gum 13" & up					56,000				
st & 2nds Sap Gum 18" & up					11,000				
st & 2nds Sap Gum 6" & up							3,000	1.4	
lo. 1 Common Sap Gum					30,000	36,000	25,000		
lo. 3 Common Gum						36,000	6,000		
lo. 3 Common Ash					36,000				
og Run Elm 20-40-40					17,000				
lo, 1 Common Elm					14,000				
lo, 2 Common Elm					18,000				
st & 2nds Sycamore					8,000				
og Run Sycamore 50-30-20					11.000				

Our 1st & 2nds grade in Plain Sawn Stock will average 10" in with No. 1 Common about 8', to 9", both running 50% or better, 14 and 16 ft, long. Facilities for kiln-drying and surfacing.

The following stock is in excellent condition, ready for immediate shipment

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4/4 No. 1 & Btr. Birch 51,000 4/4 No. 2 Birch 250,000 4/4 No. 3 Birch 202,000 5 4 No. 3 Birch 28,000 4 4 No. 3 Basswood 25,000 6/4 No. 3 Birch 8,000
4 4 No. 3 Basswood 25,000 6/4 No. 3 Birch 8,000
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Are putting in pile every month two and one-half militon feet of choicest Northern Michigan Hardwoods

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¶ We are makers of Good Lumber.

¶ For ten years we have been turning out high-grade Hardwoods at our present location, and thruout those ten years we have been studying constantly to improve our products.

¶ As a result we have established a real STANDARD OF QUALITY.

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¶It IS good lumber. Smoothly sawn—plump, even thickness—good widths—good lengths—and FLAT.

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LIBERTY HARDWOOD LUMBER COMPANY

MAKERS OF GOOD LUMBER
Big Creek, Tex.

The solution of the southern mills is said to be in bad shape, and diffice a solution of the capture of the cap

=≺ TOLEDO >=

Hardwood dealers are inclined to look upon trade conditions as being fairly good. Factory demand is excellent and there is a prospect for a large amount of railroad business this season. The building trades are providing an excellent market, and conditions are extremely promising. Process on building trades materials have advanced about 82 all along the line. Elm is perhaps leading the demand on the local market and is being quoted at \$48. There is a good firm call for plain oak, which is rather scarce. Ash is enjeying a fine call. Toledo continues its wonderful building record, and the figures since the first of the year have been remarkably strong for this season.

==< CLEVELAND >=

Although promise of relief from car shortage and consequent improvement in deliveries is made by leading representatives of the hardwood moustry who are coming to Cleveland from the South, such : condition has not been realized here as yet. As a consequence the leading distributers here are facing an actual famine in many descriptions of hardwoods. Approach of the spring building operations, and anticipation of their requirements by contractors, have further depleted local stocks. These conditions have affected the lower grades particularly. Holders of the small quantities left cannot replace them for any price, they say, and consequently are not offering goods. Those who have material to sell are quoting prices upon application. High grade woods are a bit more plentiful, but firmly held in keeping with low grades. Nos. 1 and 2 common cak is in better supply than most other descriptions and consequently the subject of more business. Maple is practically out of the market. Red cedar shingles, hitherto rather quiet, have become very popular of late. As a result they are one dollar higher, and not freely offered at the advanced price. While promise for relief is made for after the first of the month, local interests do not look for improvement until the railroads raise their embargoes,

==-< INDIANAPOLIS >=

There is much buying by retailers to meet future demands, the use of hardwoods being confined almost entirely at present to the consuming plants. Building operations have dropped below normal for the present, but inquiries being received at the mills and at the offices of wholesafers from the retail trade indicate that an abnormal demand will follow after the beginning of the building season.

An impression prevails among many hardwood manufacturers to the effect that further increases in the prices of oak, plain and quartered, are due. Oak prices have increased very little during the last year, despite increased labor and production costs, and a decided tendency to criticise current quotations exists in some circles. These conditions were discussed quite treely oy hardwood manufacturers attending the recent meeting of the Indiana Hardwood Lumber Dealers' Association, but increases in price have not been noted.

Gums continue to bring high prices, but no further advances have been noted. Transportation conditions show no more signs of improvement, but most of the mills and shippers say they are not being inconvenienced greatly.

EVANSVILLE

Trade with the hardwood lumber manufacturers in Evansville and points in southern Indiana, southern Illinois and western Kentucky has been quite active since the first of the year, and business is better now by far than it was this time last year. Millmen are looking on the bright side and profess to belt we that things will move along very nicely during 1917. The up-town mills are being operated on full time, while the Columbia street mill of Maley & Wertz is still running on the day and night schedule. The demand for the lower grades of poplar continues good. Some of the local bardwood lumber manufacturers have been bringing in poplar logs for the first time in two or three years. Handle factories are being operated en pretty good time, and this has kept up the demand for both ash and hickory. The demand for quartered white oak and plain white oak is not strong in fact, manufacturers say these grades have not seen up to their usual demand for some time. Maple continues to be strong.

The box factories in this section are being operated on good time, and are using a great deal of cottonwood lumber. Some of the automobile factories have also been in the market for cottonwood. Furniture factories have been large users of gum for the past year, and indications are that gum will remain strong for some time. Collections are better. Logs continue to come in freely and the prices remain high. The various woodconsuming factories are running on full time, and business is brisk. Vencer manufacturers say trade has started off in fine shape. Building operations in Evansville up to the middle of January broke all records for January for the past ten years. Architects and contractors are looking

for a very busy year. Buggy and wagon factories, as well as plow and chair factories, are busy, and reports from trade centers in the South are flattering.

=≺ NASHVILLE >==

Conditions are very satisfactory in the hardwood market. Dealers report a good demand and a hardening tendency in values. The shortage of cars has crippled business greatly, manufacturers being weeks behind with orders on account of lack of transportation facilities. Embargoes in the East hinder shipments to that territory, and much lumber is being held back. Furniture manufacturers are liberal buyers, and other lines have been in the market. Demand has been active for oak and poplar. Low grades of chestnut have been moving, but other grades are slow. The general demand is fairly good.

—≺ LOUISVILLE >

Hardwood manufacturers report that a general improvement has been shown in all phases of the hardwood industry during the past few weeks. Business is good and more orders are being offered than can be filled at this time. Nearly all orders received are specifying immediate delivery, showing that stocks in the hands of the consumer are light, and that steady buying will continue for some time to come. The car shortage has been relieved considerably, and many of the embargees have been lifted lately, resulting in a general improvement in transportation facilities. It is said that, while there are large supplies of hardwood lumber in the South, most of this material has been sold, and the actual supply on the market is limited. Bad weather is slowing down logging, and some of the mills are having trouble in securing requirements. Most of the manufacturers are behind on filling orders, are not hustling new business, and are unable to take care of such orders as are offered. Prices are high, and show many signs of going higher, due to the shortage of certain items in the lumber stock list. Veneers of all grades are moving well, veneer manufacturers reporting new records on production, and full capacity orders. Prices are good, while gum, walnut and mahogany stocks are very active. The flooring trade is buying plain oak liberally, and quartered oak is also one of the most active items. No change has been shown in the demand for gum, ash, poplar, cottonwood, etc., all of which are moving satisfactorily. There has been a good demand for northern hard maple, and some concerns have been buying in the open market to cover orders on which they were oversold.

-----≺ ST. LOUIS >-

The hardwood situation is better than it has been for several weeks, although it is not quite up to the normal for this time of the year. There is more buying being done, however, and the number of inquiries is gradually increasing. Buyers in all sections are taking quite an interest in the situation. Nearly all items are scarce and in good demand and those most in demand and wanted badly by buyers are commanding good prices. In fact, buyers needing any particular item do not hesitate to pay the prices asked. It is for this reason that prices on nearly every item are being well maintained. Dry stocks are particularly low and half dry stock is being taken without any objection when the dry material cannot be had. Box factories are taking low grade boards at a high figure. The demand for gum, oak and cottonwood is particularly good. The cypress market is steady with some items advancing. Many mills in the South have more business than they can handle.

=< MILWAUKEE >=

The situation in the local hardwood market is such that wholesalers and jobbers report that they can find a ready market for all the stocks that can be secured at practically their own prices. The situation is reported about the same in all species. Prices are very firm with a tendency upward. Birch is in strong demand among furniture and interior finishing factories. Upper grades of basswood are wanted by furniture manufacturers, while low grades find a ready market among box and crating manufacturers. Since old ivory and white enamel bedroom sets have been the rage, oak has not been in such active demand for this purpose, as cheaper grades of wood are substituted.

The labor situation is much easier, but the freight situation is the serious factor at present. No improvement has been noted to speak of, and embargoes and the car shortage continue to hamper shipments. In some cases express has been resorted to, to make delivery on the finished products. Warerooms are becoming congested. Furniture factories have orders booked way ahead but find the above difficulties in making deliveries.

Loggers in the northern woods are also having trouble. The question of how to get their forest products to market this winter is rapidly assuming serious proportions to many loggers. The snowfall has generally been very light, according to the latest reports. A number of loggers have already commenced icing their main roads in the woods, but to do this to all the roads would be a big expense. Loggers having lighter forest products are taking advantage of what little snow there is to get these products in.

Building operations here and in other cities of the state have been hindered by the extreme cold weather during the past few weeks. Local operations have taken a decided slump over those of a year ago.

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The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

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Attley, J. M., & Co		Paepcke Leicht Lumber Co 7 Probst Lumber Company 7-68	Whitmer, Wm., & Sons 13	Mitchell Bros. Company	
Barnaby, Charles H	7		Willett, W. R., Lumber Co 10	Northwestern Cooperage & Lum-	
Blakeslee, Perrin & Darling		Stimson, J. V	Williams Lumber Company 7.54 Willson Bros. Lumber Company 13	ber Company 4	14
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Cobbs & Mitchell, Inc	3	SOUTHERN HARDWOODS.	Yeager Lumber Co., Inc 66	Stephenson, I., Co., Trustees 6	15
East Jordan Lumber Co	65			Wilce, T., Company, The	4
		Anderson-Tully Company 2-7-67 Arlington Lumber Company 7-52	VENEERS AND PANELS.	Young, W. D., & Co	4
		Atlantic Lumber Co., Buffalo 66	Atmones Veneral & States Co. CP.		
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		Blakeslee, Perrin & Darling 66 Blanks, H. B., Lumber Company. 52		Soule Steam Feed Works	
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King, W. O., & Co		Bonner, J. H., & Sons 7-56 Boyle, Inc., Clarence 5	Huddleston-Marsh Mahogany Co 34	WOODWORKING MACHINERY	۲.
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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion......25c a line For four insertions...........65c a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED -- COMPETENT TRAVELING

Lumber buyer and inspector, who has another connection, to buy walnut lumber for us on the Address "BOX 125," care HARDWOOD RECORD.

WANTED-TWO LUMBER INSPECTORS

For steady work in New York City; must be fast and competent graders of mahegany lumber. under the rules of the N. H. L. Assn. State age and experience.

HUDDLESTON-MARSH MAHOGANY CO., 33 W. 42nd St., New York, N. Y.

WANTED-FIRST-CLASS

Camp cook for West Virginia logging camp; one who can put up good substantial meals at reasonable cost.

Address "BOX 10," care HARDWOOD RECORD.

WANTED-SALESMAN

With good ambition and character to handle Arkansas hardwoods in Illinois, Wisconsin, Indiana and Michigan. Give fully experience with references, salary, age, etc., and if interested will advise direct

Address "BOX 15," care HARDWOOD RECORD.

WANTED—BY PITTSBURGH

Jobber Hardwood office man, well posted both ends, a good salesman and able to command business.

One having these qualifications, also posted on yellow pine will be given preference. Only live wires need apply.

Give age, references, experience and salary desired. Will be held in strict confidence.

Address "BOX 17," care HARDWOOD RECORD.

LOGS WANTED

WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

TIMBER LANDS FOR SALE

TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

GUM STUMPAGE FOR SALE

Estimated 42 million feet on 11,000 acres along Little Missouri River here. Large timber, good quality. On railroad. Price \$60,000. Reason-J. G. GREENE, Beirne, Ark. able terms.

TIMBER ESTIMATING

TIMBER ESTIMATING

THOS. J. McDONALD. Forest Engineer.

East Tennessee Bank Bldg Knoxville, Tennessee

TIMBER ESTIMATORS

Sanhorn & Gearbart Asheville, N. C.

HARDWOOD TIMBER ESTIMATOR NORTHERN, SOUTHERN AND TROP-ICAL TIMBER

D. E. Lauderburn, Forest Engineer, 158 Fifth Avenue, New York, N. Y.

LUMBER FOR SALE

THIN QTD. WHITE OAK LUMBER FOR SALE

4 cars 3's and 7's quarter sawn white oak veneer backing boards, FAS and select grade, 6" to 14" wide, mostly 8" to 11" wide, 10' to 16'

WILLIAMSON-KUNY MILL & LUMBER CO., Mound City, Illinois.

LUMBER WANTED

CASH FOR INCH SQUARES

42". 48", 54" maple, beech, birch, now or later. We buy lumber, ties, piles, posts, fuelwood, etc. JUDY FOREST PRODUCTS COMPANY, Chicago.

WANTED-LARGE QUANTITY

Of 1", 114", 11/2" and 2" 1sts and 2nds Black Quote prices delivered here. RICE Walnut. VENEER & LUMBER CO., Grand Rapids, Mich.

WANTED-LOG RUN BEECH

 $3^{\prime\prime}$ and $3\frac{1}{2}^{\prime\prime}$ thickness. Quote delivered Peoria. H. C. STONE LBR. CO., Peoria, Ill.

MANUFACTURERS—TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and R. H. CATLIN CO., Equitable Bldg., Wilmington, Del.

DIMENSION STOCK FOR SALE

FOR SALE

- 1 car 2x2-24, 36 & 48" clear Sap Gum Squares.
- 1 car 2x2-24, 36 & 48" clear Oak Squares. Can make prompt shipment and also cut other lengths. Write for delivered prices.

PROBST LUMBER CO., Cincinnati, O.

MACHINERY FOR SALE

FOR SALE

Circular sawmill. Will take lumber in payment. THE WALNUT LUMBER CO., Indianapolis, Ind.

HARDWOOD FLOORING MACHINE

r sale: One No. 87 7x4 fast feel barb flooring machine or matcher, with roll hold down and hollow backing attachment, and main drive tightener, cylindrical heads with grinding and truing device. A No. 1 condition. If interested write P. O. BOX 30, Sta, J., Baltimore, Md.

MACHINERY FOR SALE

Engine heavy duty Buckeye L. H. 171 "x18" Band saw sharpener Baldwin Tuthill & Bolton R. H. No. 1 capacity 8" to 20"

Resaw sharpener Samuel C. Rogers & Co. Capacity 3" to 6"

Brazing Clamp mounted on frame capacity to 11" wide

Lath machine and bolter 4 saws (with 3 sets of saws) single saw bolter

Pile driver hammer 27" wide, 13" deep, 48" long Pile driver follower hammer 23" diameter x 14" long

Spark proof locomotive stack Radley & Hunter new (never used)

Decker steam log Loader. Standard Gauge Paper Baling Press

We are offering at low prices. Write for information and prices

JOHN S. OWEN LUMBER CO., Owen, Wis.

RAILROAD EQUIPMENT

WANTED

Forty-two ton Shay locomotive second-hand. Slightly larger size will do. Must be in firstclass condition. Send full particulars. Address "BOX 12." care HARDWOOD RECORD.

SHIP TIMBERS FOR SALE

TO SHIP BUILDERS, REPAIRERS,

Dry dock companies, etc. We have for sale 400 sticks Alabama hewn oak timber of excellent specifications, 10x11-28" square; 17 to 54 feet long, average lineal 33 feet; average per stick 750 superficial feet.

THE S. K. TAYLOR LUMBER CO., Mobile, Ala.

BUSINESS OPPORTUNITIES

PLANING MILL FOR SALE

At the home of Oregon Agriculture College. Owner 75 and must retire. Good business for manufacturing. Address "PLANING MILL," 423 S. Second St., Corvallis, Ore.

Timberland Loans Loans to lumbermen or timber owners negotiated with the precision of practice which results from 36 years experience. Long or short terms. Amounts from \$50,000 up, as conditions warrant. 332 South Michigan Avenue, Chicago

HARDWOODS FOR SALE

LUMBER

ASH

ASH

FAS, 10/4", 12/4" & 16 4", ran. wdth., reg. lgth., 6 mos. dry; NO. 1 C., 4 4", 6/4" & 8'4", ran. wdth., reg. lgth., 6 mos. dry. BAKER-MATTHEWS LBR. CO., Chicago.
NO. 1 C. & BTR., 6-4", about 75% FAS, 25% No. 1 C. BLISS-COOK OAK COMPANY, Blissville, Ark.
NO. 1 C. & BTR., 4/4" to 16'4". BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.
NO. 1 C., 8/4", 15 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
FAS, 3/8", 1/2" & 5-8"; LOG RUN, black, 4/4", HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind.
FAS 6/4" to 12/4" reg. wdth., 8 to 16', 4 mos. dry; NO. 1 C. 5/4" to 16-4", reg. wdth. & lgth., 4 mos. dry, LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.
LOG RUN, 4/4", reg. wdth. and lgth., 2 yrs. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.
NO. 1, 6/4", 4" wide, all lgths., 1 yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, O. NO. 1 C., 4/4", reg. wdth. and lgth., 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.
LOG RUN, 4/4", reg. wdth. and lgth., 1 4mos. dry. J. V. STIMSON, Huntingburg, Ind. NO. 1 C., 4/4", reg. wdth. and lgth., 1 yr. dry, Indiana stock. VAIL COOPERAGE CO., Fort Wayne, Ind.
NO. 3 C. & BTR., 4/4" & 10/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

BASSWOOD

BASSWOOD

NO. 1 & BTR. 4/4". av. wdth. & lgth., 10 mos. dry. RICE LAKE LUMBER CO., Rice Lake, Wis.

BEECH

NO. 3 C., 4/4", reg. wdth. and lgth., 9 mos. dry; NO. 3 C., 6/4", reg. wdth. and lgth., 2 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.
NO. 3 C., 5/4" & 6'4", reg. wdth. and lgth., 6 mos. dry. KNEELAND-BIGELOW COM-PANY, Bay City, Mich.

BIRCH

FAS, 4/4" & 6/4", good wdths., 50% 14' & 16', 2 yrs. dry. NO. 1 C., 4/4", good wdths., 50% 14' & 16', 2 yrs. dry. ATLANTIC LUMBER COMPANY, Buffalo, N. Y.
NO. 3 C., 5/4", reg. wdth. and 1gth., 1 yr. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.
NO. 2 C., 4/4", 15 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
NO. 2 C., 4/4", reg. wdth., 50% 14' & 16', 1 yr. dry. LITTLE RIVER LUMBER CO., Townsend, Tenn.
NO. 1 & BTR. red, 4/4" to 8/4", 5" & up, 3' & longer, 10 mos. dry; NO. 1 & BTR. unsel., 4/4" to 8/4", av, wdth. and 1gth., 10 mos. dry; 1 & 2 FACE 4/4", 4" wide, 6' & 8', 10 mos. dry; NO. 2 & 3 C. 4/4", ran. wdth. and 1gth., 1 yr. dry. RICE LAKE LUMBER CO., Rice Lake, Wis.

CHERRY

FAS., 4/4", good wdths., 50% 14' & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

N. Y.

NO. 2 C., 4/4" to 8/4", 18 mos. dry. G.
ELIAS & BRO., INC., Buffalo, N. Y.
FAS, 5/8". COM. & BTR., 4/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
FAS, 5/4" & 6/4", 10" & up, standard lgth.,
2 yrs. dry. YEAGER LUMBER CO., Buffalo,
N. Y.

CHESTNUT

FAS, 4/4", good wdths., 50% 14' & 16', 2 yrs, dry. ATLANTIC LUMBER CO., Buffalo, N. Y. N. Y.

NO. 1 C., 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 4/4", 4" wide, all leths., 1 yr. dry.

MOWBRAY & ROBINSON CO., Cincinnati, O.

NO. 1 C., 4/4" to 8/4", 4" & up. standard leth., 2 yrs. dry; SOUND WORMY, 4/4" to 8/4", 4" & up. standard leth., 18 mos. dry.

YEAGER LUMBER CO., Buffalo, N. Y.

CYPRESS

NO. 1 C. 8/4". BLISS-COOK OAK COM-PANY, Blissville, Ark. FAS, 4/4", 5/4" & 8/4", ran. wdth., reg. lgth., 10 mos. dry; NO. 1 SHOP, 4 4", ran. wdth.,

reg. lgth., 8 mos. drv BAKER MATTHEWS LBR. CO., Chicago, III. SHOP, 54", reg. wdth. and lgth., dry. NICKEY BROS., INC., Memphis, Tenn.

COTTONWOOD

FAS 4/4", reg. wdth. & lgth., 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

ELM—SOFT

LOG RUN, 4'4" & 6'4", ran. wdth., reg. lgth., 1 yr. dry. BAKER-MATTHEWS LBR. CO., Chicago, Ill.

NO. 3 C., 6'4", reg. wdth. and lgth., 2 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C., 6 4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4'4" & 10 4", 2 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

NO. 3 & BTR. 4/4", av. wdth. and lgth., 10 los. dry. RICE LAKE LUMBER CO., Rice mos, dry. Lake, Wis.

GUM—SAP

NO. 2 C., 4 4", ran. wdth., 10' & 12', 6 mos. ry. BAKER-MATTHEWS LBR. CO., Chi-

NO. 2 C., 4 4", ran. wdth., 10" & 12", 6 mos. dry. BAKER-MATTHEWS LBR. CO., Chicago, Ill. FAS, 4/4", 13" & up, reg. lgth.: FAS, 4/4", 18" & up, reg. lgth.: FAS, 6/4", reg. wdth. and lgth. LAMB-FISH LBR. CO., Charleston,

Miss.

NO. 1 C. 5/4", reg. wdth. & lgth. 10 mos. dry.
LIBERTY HARDWOOD LUMBER CO., Big
Creek, Texas.

NO. 1 C. & BTR., QTD., 9'4". good wdth.,
65% 14' & 16', 6 mos. dry. LITTLE ROCK
LBR. & MFG. CO., Little Rock, Ark.
PANEL, 5'8", 18" & up. reg. lgth, dry.
NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C., 4/4" & 6'4", reg. wdth. and lgth., 2
mos. dry. FAS, 6/4", reg. wdth and lgth., 2
mos. dry. PHILIP A. RYAN LBR. CO., Lufkin, Tex.
FAS, 4/4" & 12/4": NO. 1 C 12/4"

FAS, 4/4" & 12/4"; NO. 1 C., 12/4". SOUTHERN PINE LUMBER CO., Texarkana.

GUM—PLAIN RED

FAS, 4/4", ran. wdth., reg. lgth., 8 mos. dry; FAS, 4/4", ran. wdth., 10' & 12', 15% 10', 6 mos. dry. BAKER-MATTHEWS LBR. CO., Chicago, III. FAS, 3/8", 1/2" & 3/4", reg. wdth. and lgth.; NO. 1 C., 3/8", 1/2" & 4/4", reg. wdth. and lgth.; FAS & NO. 1 C., FIG., 4/4", reg. wdth. and lgth.; LAMB-FISH LUMBER CO., Charleston, Miss.

FAS & NO. 1 C., 4/4". SOUTHERN PINE

FAS & NO. 1 C., 4/4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

GUM-QUARTERED RED

NO. 1 C. & BTR., 9/4". good wdths., 65% 14' & 16', 6 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark. COM. & BTR., 4/4", ran. wdth. and lgth., 8 to 12 mos. dry, sliced boards highly figured. LOUISVILLE VENEER MILLS, Louisville, Veneer MILLS, MILLS

Ky.

NO. 1 C. & BTR. FIG., 4/4", reg. wdth. and lgth, dry, beautiful figure. NICKEY BROS., INC.. Memphis, Tenn.

FAS & NO. 1 C. FIG., 4/4", reg. wdth. and lgth, 10 mos. dry. STIMSON VENEER & LUMBER CO., Memphis, Tenn.

GUM—BLACK

NO. 1 C. & BTR., 4/4", reg. wdth. and lgth., ry. H. G. BOHLSSEN MFG. CO., New Caney, FAS, 4/4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

HACKBERRY

LOG RUN, 4/4", 2 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

HEMLOCK

NO. 1 C., 4/4", 10" wide, 50% 16'; NO. 1 C., 4'4", 12" wide, 50% 16'; CLEAR, 4/4", 4" to 12", 50% 16'; MERCH., 4/4", 4" to 12", 50% 16'; MERCH., 4/4", 4" to 12", 50% 16'; MERCH., 4/4", 8" wide, 50% 16'; NO. 2 C., 4/4", 10" wide, 50% 16'; NO. 2 C., 4/4", 12" wide, 50% 16'. NO. 2 C., 4/4", 12" wide, 50% 16'. NO. 2 C., 4/4", 12" wide, 50% 16'. LITTLE RIVER LUMBER CO., Townsend, Tenn.

HICKORY

NO. 2 & 3 C., 8/4" & 10/4", good wdths., 2 mos. dry; LOG RUN, 4'4" & 5/4", good wdths., 2 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock. Ark.
NO. 2 C. & BTR., 8'4", ran. wdth. and lgth.,

8 mos. dry. J. V. STIMSON, Huntingburg, Ind.
NO. 1 C., 4,4" & 8/4", 4" & up, standard lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

HOLLY

CUT to order, extra fine. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark,

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, all 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON-MARSH MAHOGANY COMPANY, Chicago, Ill.

MAPLE—HARD

NO. 1 C., 4/4", good wdths., 50% 14' & 16', 2 yrs. dry; FAS, 12 4". good wdths., 50% 14' & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. 4/4 to 16/4", 4" & wdr., 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

N. Y.
NO. 1 C. & BTR., 4 '4" to 12/4". BUFFALO
HARDWOOD LUMBER CO., Buffalo, N. Y.
NO. 1 C. & BTR., 4 4" to 8/4", reg. wdth.
and lgth., 1 mo. dry. end dried white; NO. 1
C. & BTR., 4 4" & 6 4", reg. wdth. and lgth.,
1 yr. dry. end dried white; NO. 3 C., 4/4",
5 4" & 6 '4", reg. wdth. and lgth., 9 mos. dry.
EAST JORDAN LUMBER CO., East Jordan,
Wieh

NO. 3 C., 5 4", reg. wdth. and lgth., 6 mos. Mich.

MAPLE—SOFT

LOG RUN, 4/4", 6'4", 8/4" & 12/4", ran. wdth. and lgth., 8 mos. dry. BAKER-MAT-THEWS LBR. CO., Chicago, Ill.

PAS, 4'4", 5/4", 8.4" & 12'4", ran. wdth. and lgth., 1 yr. dry; NO. 1 C., 4/4", 5/4", 6/4", 8.4" & 12'4", ran. wdth. and lgth., 1 yr. dry. BAKER-MATTHEWS LUMBER CO., Chicago,

NO. 1 C. & BTR., 4/4" to 12/4". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y. COM. & BTR., 5/8"; FAS, 5/4", 11" & up. HOFFMAN BROTHERS CO., Fort Wayne,

NO. 1 C. & NO. 2 C., 4/4", reg. wdth. and lgth. LAMB-FISH LUMBER CO., Charleston,

Miss.

FAS 4/4", reg. wdth. & lgth., 5 mos. dry;
NO. 1 C., 4/4", 25% 10" & up, 65% 14 to 16', 5
mos. dry; NO. 2 C. 4/4", reg. wdth., 50% 14 to
16', 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

BRIDGE PLANK, 4/4" & 12/4", ran. wdth.,
12', 14' & 16', 3 mos. dry. LITTLE ROCK
LUMBER & MFG. CO., Little Rock, Ark.
FAS, 5/8" & 3/4", reg. wdth. and lgth., dry.
well manufactured; LOG RUN, COFFIN
BOARDS, 3/4", reg. wdth. and lgth., dry.
NICKEY BROS., INC., Memphis, Tenn.
FAS, 4/4", reg. wdth. and lgth., 5 mos. dry;
FAS, 5/4", reg. wdth. and lgth., 3 mos. dry;
NO. 1 C., 5/4", reg. wdth. and lgth., 3 mos. dry;
NO. 1 C., 5/4", reg. wdth. and lgth., 3 mos. dry;
NO. 1 C., 8/4", reg. wdth. and lgth., 3 mos. dry;
NO. 1 C., 8/4", reg. wdth. and lgth., 3 mos. dry;
HILIP A. RYAN LUMBER CO.,
Lufkin, Tex.

FAS, 4/4". SOUTHERN PINE LUMBER O., Texarkana, Tex.
FAS, 4/4", ran. wdth. and lgth., 14 mos. dry.
V. STIMSON, Huntingburg, Ind.
FAS, 4/4", reg. wdth. and lgth., 9 mos. dry;
10. 1 C., 4/4", reg. wdth. and lgth., 8 mos.
ry. STIMSON VENEER & LBR. CO., Memhis, Tenn.

phis, Tenn.

NO. 2 C., 4/4", reg. wdth. and lgth., 16 mos. dry, Indiana stock. VAIL COOPERAGE CO., Fort Wayne, Ind.

NO. 3 C. & BTR., 3/4" to 8/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

ALL grades 4/4" to 16/4", standard wdth. and lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK-**-QUARTERED RED**

COM. & BTR., 4/4", ran. wdth., 10' & 12', mos. dry. BAKER-MATTHEWS LBR. CO., hicago, Ill.

Chicago, III.

CLEAR SAP STRIPS, 4/4", 2½"-3½", reg. lgth., dry, flat and straight. NICKEY BROS., INC., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C, 4/4", ran. wdth. and lgth., 16 mos. dry. J. V. STIMSON, Huntingburg, Ind.

FAS, 4/4" reg. wdth. and lgth., 10 mos. dry;

FAS, 4/4", reg. wdth. and lgth., 10 mos. dry; NO. 1 C., 4/4", reg. wdth. and lgth., 1 yr. dry. STIMSON VENEER & LBR. CO., Memphis,

NO. 2 C. & BTR., 4/4", reg. wdth. and lgth..

HARDWOODS FOR SALE

16 mos. dry, Indiana stock VVII. COOPER-AGE CO., Fort Wayne, Ind.

OAK-PLAIN WHITE

NO. 1 C. & NO. 2 C., 4'4", reg. wdth. and lgth., dry. H. G. BOHLSSEN MFG. CO., New Carey, Tex.

NO. 1 C. & BTR., 4'4" to 16 4". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y. FAS, 3/8", 5.8", 4/4", reg. wdth. and lgth.; NO. 1 C., 1/2", 4/4" & 5/4", reg. wdth. and lgth.; NO. 2 C., 4/4", reg. wdth. and lgth.; LAMB-FISH LUMBER CO., Charleston, Miss. BRIDGE PLANK, 4/4" & 12", ran. wdth., 12", 14' & 16', 2 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark. FAS, 4/4", 6" & up. all wdths., 1 yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, O. NO. 1 C., 5/8", reg. wdth. and lgth, 27 mos. dry; NO. 1 C., 5/8", reg. wdth. and lgth., 28 mos. dry; NO. 1, C., 5/4", reg. wdth. and lgth., 28 mos. dry; NO., 1 C., 8/4", reg. wdth. and lgth., 2 mos. dry; NO., 1 C., 8/4", reg. wdth. and lgth., 2 mos. dry; NO., 1 C., 8/4", reg. wdth. and lgth., 1 yr. dry. Lumber Co., Lufkin, Tex.

FAS, 4/4", ran. wdth. and lgth., 1 yr. dry. J. V. STIMSON, Huntingburg, Ind.
FAS, 4/4", reg. wdth. and lgth., 1 yr. dry. J. V. STIMSON, Huntingburg, Ind.
FAS, 4/4", reg. wdth. and lgth., 10 mos. dry. STIMSON VENEER & LBR. CO., Memphis, Tenn.
NO. 2 C., 4 '4", reg. wdth. and lgth., 16 mos. dry. STIMSON VENEER & LBR. CO., Memphis, Tenn.
NO. 2 C., 4 '4", reg. wdth. and lgth., 16 mos. dry. Indiana stock. VAIL COOPERAGE CO., Fort Wayne, Ind.
NO. 2 C. & BTR., 4 '4"; SOUND SQUARE EDGE, 8/4", 6" to 12" and 10 to 14". W. R.
WILLETT LUMBER CO., Louisville, Ky.
ALL grades 4/4" to 6x6", standard wdth. and lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK-QUARTERED WHITE

COM. & BTR., 4/4", ran. wdth., 10' & 12', mos. dry. BAKER-MATTHEWS LBR. CO.,

FAS, 4/4", good wdths., bone dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock.

FAS, 4/4", good wdths., bone dry. LITTLE ROCK. LUMBER & MFG. CO., Little Rock. Ark.

FAS, 4/4" to 8/4", 6" & up, 50% 14' & 16', 1 yr. dry; NO. 1 C., 5/4", 4" & up, all lgths., 1 yr. dry; NO. 1 C., 5/4", 4" & up, all lgths., 1 yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, O.

FAS, 3/8", 3/4" & 4/4", reg. wdth. and lgth., dry, good texture; FAS, 4/4" & 6/4", 10" & up, reg. lgth., dry; COM. & BTR., 1/4", reg. wdth. and lgth, dry, good texture; NO. 1 C. STRIPS, 3/8", 2½-5½", reg. lgth., dry; NO. 1 C. STRIPS, 3/8", 2½-5½", reg. lgth., dry; NO. 1 C. STRIPS, 3/8", 2½-5½", reg. lgth., dry; CLEAR STRIPS, 4/4", 4-4½" and 5-5½", reg. lgth., dry; CLEAR STRIPS, 4/4", 4-4½" and 5-5½", reg. lgth., dry; NO. 1 C., 6/4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

FAS, 4/4", ran. wdth. and lgth., 14 mos. dry; NO. 1 C., 6/4", ran. wdth. and lgth., 14 mos. dry; CLEAR STRIPS, 4/4", 2½-3"; 2½" & 3-3½" and 2½-4½", all ran. lgth., 14 mos. dry. J. V. STIMSON, Huntingburg, Ind.

FAS, 1/2" & 3/4", reg. wdth. and lgth., 10 mos. dry; NO. 1 C., 3/8", reg. wdth. and lgth., 10 mos. dry; NO. 1 C., 4/4", reg. wdth. and lgth., 19 mos. dry; NO. 1 C., 4/4", reg. wdth. and lgth., 19 mos. dry; NO. 1 C., 4/4", reg. wdth. and lgth., 19 mos. dry, STIMSON VENEER & LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", reg. wdth. and lgth., 16 mos. dry. Indiana stock. VAIL COOPERAGE COMPANY, Fort Wayne, Ind.

All Three of L

NO. 2 C. & BTR., 4 '4" to 16 4"; NO. 1 C. & BTR. STRIPS, 4/4", 2-4", soft textured, even colored Kentucky stock, contains all the sap strips. W. R. WILLETT LUMBER CO., strips. W. I Louisville, Ky.

OAK—MISCELLANEOUS

NO. 1 C., 4/4" & 10/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
BRIDGE PLANK, red and white, 2x6" to 2x12". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

POPLAR

PUPLAK

NO. 1 C. & BTR., 4'4" to 8 4". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y. COM. & BTR., 4'4". HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind. FAS, 4'4" & 6'4", reg. wdth., 50% 14' & 16', kiln dried; NO. 1 & PANEL, 4'4", 18 to 23", 50% 14' & 16', 6 mos. dry. LITTLE RIVER LUMBER CO., Townsend, Tenn. COM. & BTR., 5 8" & 4'4", 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

y. NO. 2 A COM., 4'4", 3" & up, all lgths, 1 c. dry. MOWBRAY & ROBINSON CO., Cinyr, dry. MOWBRAY & ROBINSON CO., Carcinnati, O.
FAS, 4/4", reg. wdth. and lgth., dry.
NICKEY BROS., INC., Memphis, Tenn
NO. 3 C. & BTR. & PANEL, 5 8", 16 4".
W. R. WILLETT LUMBER CO., Louisville,

les 5 8" & 16 4", standard lgth., 18 YEAGER LUMBER CO, Buffalo,

N. Y. FAS 4/4", 50% 14 & 16'. 8 mos. dry; FAS 4/4". 12" & up. 50% 14 & 16'. 8 mos. dry; SAP & SEL. 4/4", 50" 14 & 16'. 8 mos. dry; SAP & SEL. 4/4", 12" & up. 50% 14 & 16', 8 mos. dry; NO. 1 C. 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NOR-MAN LUMBER CO., Louisville, Ky.

SYCAMORE

LOG RUN, M. C. O., 4/4", reg. wdth., 50% 14 to 16', 6 mos. dry. LIBERTY HARDWOOD LBR. CO., Big Creek, Tex.

WALNUT

FAS 3/8"; COM. & BTR. 4/4" to 8/4". HOFFMAN BROTHERS COMPANY, Fort Ind.

FAS & NO. 1 C. 5/8" to 8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO.,

HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

COM. & BTR. 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 C., 4/4", 4" & up. all lgths., 1 yr. dry.
MOWBRAY & ROBINSON CO., Cincinnati, O.
LOG RUN, 4/4", 5/4", 6/4" & 8/4", reg. wdth. and lgth., dry, fine quality. NICKEY BROS., INC., Memphis, Tenn.

ALL grades and thicknesses. PENROD WALNUT & VENEER CO., Kansas City, Mo

NO. 2 C., 4/4", ran. wdth. and lgth., 1 yr.

FLOORING

BIRCH

NO. 1, $\frac{12\times2\frac{1}{4}}{1}$. KERRY & HANSON FLG. CO., Grayling, Mich.

MAPLE

NO. 1 FCTY., 1 15 x 2 1/4" and 1 1 x 2 1/4": FACTORY, 18 x 4" and 1 1/2 x 4": PRIME, 18 x 4" and 1 1/3 x 4". KERRY & HANSON FLG. CO.,

OAK—RED

SEL. NO. 1, %x%" and \land \land x1\land x'. THE T.

WILCE COMPANY, Chicago, Ill.

OAK-WHITE

SAPPY CLEAR QTD., %x1½" and SEL. NO. 1, %x1½", ½x1½", ½x1½". TI WILCE COMPANY, Chicago, III. THE T.

VENEER—FACE

LOG RUN, brown. rty. cut, any thickness up to 98" in lgth.; CLEAR FACE, brown. rty. cut, any thickness up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

BIRCH

LOG RUN, rty. cut. any thickness up to 98" in lgth.; CLEAR FACE, rty. cut, any thick-

ness up to 95" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY. Medford, Wis.

GUM-RED

QTD., FIG'D., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

PLAIN & FIGURED, 1/28 to 1/4". Mexican and African. HUDDLESTON-MARSH MA-HOGANY CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—PLAIN

RED and WHITE, sawed, all thicknesses.
HOFFMAN BROTHERS CO., Fort Wayne.

thickness. LOUISVILLE VENEER, Louisville, Ky.

OAK-QUARTERED

RED & WHITE, all thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

WALNUT

ALL thicknesses, sawed. HOFFMAN BROS.
COMPANY. Fort Wayne. Ind.
ANY thicknesses, LOUISVILLE VENEER
MILLS, Louisville, Ky.
SL. & RTRY. CUT. HUDDLESTONMARSH MAHOGANY CO., Chicago, Ill.
ANYTHING in walnut, veneers, pl. & fig.,
rty. and sliced. PICKREL WALNUT COMPANY. St. Louis. Mo.
PLAIN and FIGURED veneers. PENROD
WALNUT & VEN. CO., Kansas City, Mo.

CROSSBANDING AND BACKING

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

BASSWOOD

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford. Wis.

BIRCH

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford. Wis.

ELM

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

GUM

ANY thickness LOUISVILLE VENEER MILLS, Louisville, Ky.

ANY thickness, up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS & TOPS

BIRCH

STOCK SIZES, 1/4. 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOG-ANY CO., Chicago, III.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS. Louisville, Ky. STOCK SIZES 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON - MARSH MAHOGANY CO., Chicago, III.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes. good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO.. Chicago, Ill.
WALNUT

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OUICK MOVING CLYDES

During
the Fall
meeting
of the
Southern
Logging
Association there
was presented a
paper upon:—



"Recent Inventions and Improvements in Skidding and Loading Machinery"



The entire text of this paper, illustrated with engravings of some of the machines described, appears in the JANUARY Number of LOG-GING, a sample copy of which we will gladly send on request.

CLYDE IRON WORKS

DULUTH, MINN., U.S.A.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

We Can Ship at Once 20 M ft. 5/4 No. 3 50 M ft. 6/4 No. 3

50 M ft. 6/4 No. 3 Maple Maple 50 M ft. 6/4 No. 3 100 M ft. 4/4 No. 3 Beech Beech 500 M ft. 4/4 No. 3 18 M ft. 5/4 No. 3 Maple Birch

ASK FOR PRICES ROUGH OR WORKED Our fully equipped planing mill is always running.

JORDAN LUMBER CO.

Manufacturers "IMPERIAL" Maple Flooring

EAST JORDAN, MICH.

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

in all standard widths, grades and thicknesses, is just what you are looking for on that particular order. Write us, and we will convince you.

Kerry & Hanson Flooring Co. Grayling, Michigan

We are members of the Maple Flooring Manufacturers Ass'n.

"IDEAL" Steel Burnished

Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock, and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send Us Your Inquiries

I. STEPHENSON CO., Trustees Wells. Michigan

We have the following to offer at low prices, for immediate shipment:

200,000' 4/4" No. 1 Common & Better Unselected Birch 15,000' 5/4" No. 1 Common Unselected Birch 25,000' 1x4" one and two face clear BirchStrips, 8' to 16' 350,000' 4/4" No. 1 and No. 2 Common Hard Maple 200,000' 4/4" No. 3 Common Hard Maple 100,000' 5/4" No. 3 Common Birch 100,000' 4/4" No. 3 Common Birch 25,000' 1x4" one and two face clear Hard Maple Strips, 8' to 16' length

8' to 16' length

FOSTER BROS., Tomahawk, Wis. WISCONSIN AND MICHIGAN HARDWOODS

We Have It 12 Months Dry WINTER SAWN WISCONSIN HARDWOODS

4/4 Log run Soft Elm 4/4 to 8/4 Red Birch 4/4 to 8/4 Unselected Birch 4/4 No. 3 Soft Elm 4/4 No. 1 Basswood 5/4 to 6/4 No. 3 Com. Bass-4/4 Log run Red Oak 4/4 Log run Soft Maple wood

Let us quote you prices

RICE LAKE LUMBER COMPANY

Yards and Mills, RICE LAKE, WISCONSIN

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

HAVE FOLLOWING STOCK AT IRON MOUNTAIN, CAR SHIPMENTS:

 100 M ft.
 .5/4 No. 1 and 2 Common Maple

 50 M ft.
 .6/4 No. 3 Common Maple

 50 M ft.
 .4/4 No. 1 Common Birch

 15 M ft.
 .10/4 No. 1 Common & Better Birch

 15 M ft.
 .12/4 No. 1 Common & Better Birch

 15 M ft.
 .6/4 No. 3 Common Soft Fire

 M ft...... 6 ft. Coal Door Lumber



The Foremost Hardwood Market of the East

Hugh McLean Lumber Co.

OUR SPECIALTY

QUARTERED WHITE OAK

Yeager Lumber Company

INCORPORATED

EVERYTHING IN HARDWOODS
932 Elk Street

Buffalo Hardwood Lumber Co.

OUR SPECIALTY
Plain and Quartered Red and White Oak and Ash

940 SENECA STREET

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut,

1100 Seneca Street

Standard Hardwood Lumber Co. OAK, ASH AND CHESTNUT

1075 Clinton Street

T. SULLIVAN & CO. Hardwoods

Ash *and* Elm NIAGARA—CORNER ARTHUR

Atlantic Lumber Company HARDWOODS

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Our Specialty: West Virginia and Pennsylvania Cherry
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Taylor & Crate HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

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Miller, Sturm & Miller

Hardwoods of All Kinds

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G. ELIAS & BRO.

HARDWOODS

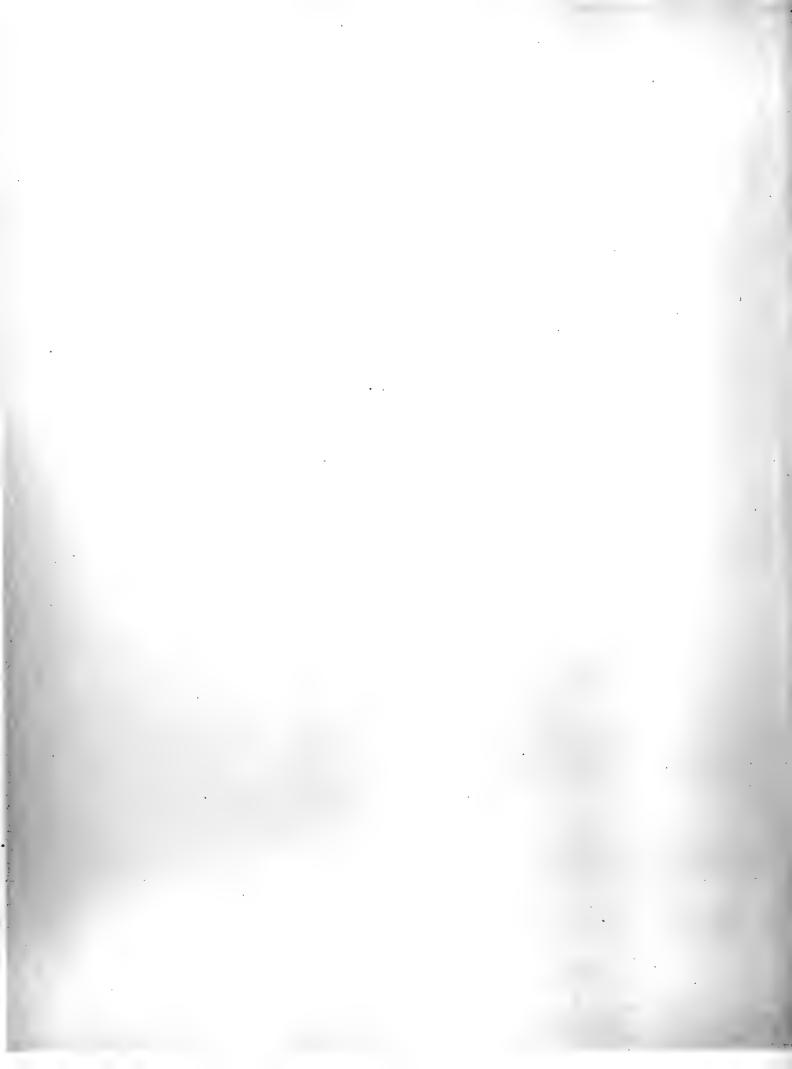
White Pine, Yellow Pine, Spruce, Hemleck, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Supplement to HARDWOOD RECORD issue of January 25, 1917

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Preparedness

We have mobilized for an emergency

It is well that consumers of lumber familiarize themselves with conditions for an emergency.

If So

When the crisis comes and you need dry, well manufactured lumber and need it badly, you are prepared, having familiarized yourselves with the quality and character of lumber produced by

STIMSON MILLS

Broom Handle

CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

CADILLAC MACHINE CO.

Makers of Handle Makers Tools. CADILLAC, MICHIGAN

Wanted to Buy

2 x 4 -10 & 12' No. 1 & 2 Oak Reaches

21/4 x 41/4-10 & 12' No. 1 Oak Reaches

2½ x 4½ -10 & 12' No. 1 Oak Reaches

2 x 4 x 4 x 4 x 12' No. 1 Oak Poles

21 j x 4 x 4 x 4 x 12' No. 1 Oak Poles

3 x 5 —12' No. 1 Oak Poles

2 x 2 -30" Clear Dry Oak Squares

2½ x 2½-30" Dry Oak Squares

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PROBST LUMBER CO.

P. O. Drawer 815

CINCINNATI, OHIO



Goodyear Products

I T will be a special pleasure to show you our Birch and Maple. It is all in the upper grades and particularly high-class stock.

Our attention has been focused on the proper manufacture of this lumber, its careful grading and on being able to assure full thicknesses.

C. A. Goodyear Lumber Co.

McCormick Building Chicago, Illinois

Semi-Monthly Twenty-Second Year

CHICAGO, FEBRUARY 10, 1917

Subscription \$2. Single Copies, 15 Cents.

Open Competition Among Hardwood Manufacturers

Summary of a Plan Formulated by a Committee Representing the Hardwood Manufacturers' Association of the United States and Approved by the Board of Governors January 29, 1917, One of the Most Momentous and Progressive Steps Ever Taken by a Lumber Association.



HE PURPOSE OF THE PLAN is the collection and dissemination of accurate knowledge of lumber production and market conditions. All hardwoods are to be ultimately included, but it is proposed to make a beginning with oak.

No fixing of prices or curtailment of production is contemplated, no act that can be construed as illegal; nothing that bears the semblance of restraint of trade. It is a systemized arrangement whereby members shall tell one another what they have done, what prices they have received, what prices they have quoted, and how much lumber they have produced and sold. It is open understanding and open competition, looking toward a more stable market for both buyer and seller.

Free and open discussion of business matters among members, and frequent reports by members to a central body, and frequent reports by the central body back to the members, is the object in view.

The information derived from the daily reports of members will be sent back as summaries in the form of production reports, sales reports, shipping reports, stock reports, price lists, inspection reports.

Production reports are to be made by members to the secretary monthly; and monthly the secretary shall inform the members of the total production by all members during the preceding month.

Daily sales reports shall be made by members, of all sales, or whether or not any sales have been made. The class of buyers, whether they buy for their own use or to sell again, will be specified.

Shipping reports shall be made daily by all members. The secretary shall digest these reports and once a week he shall mail a shipping report summary to each member.

Stock reports shall be made monthly by the members, showing the amount of stock of each grade, kind and thickness on hand the first of each month.

Price lists are to be filed by each member with the secretary at the beginning of each month at the time of filing the stock report—prices f. o. b. shipping point. Not later than the tenth of each month the secretary shall send out a summary of these price lists, showing prices asked by each member, and as soon as any change is reported by any member, this information shall be transmitted by the secretary to all the members.

An inspection service is to be established for the purpose of checking up grades.

A market report letter will go monthly to all members of the association.

With this information constantly before them, it is believed that the manufacturers will be in a position to make up their minds in an intelligent manner as to whether they are getting proper prices for what they sell.

(See pages 25 to 27)

-Manufacturers of-HARDWOODS

ESTABLISHED 1798

Large and well selected stock for prompt shipment

J. Gibson McIlvain & Company Philadelphia, Pennsylvania

TO THE CONSUMER OF VENEERS:

The quality of your goods is measured not alone by the face veneers you use. They may be of the finest texture, the most beautifully figured, but if your Cores and Crossbanding are not up to standard; if they are warped, unevenly manufactured, not thoroughly dry, your goods may be seemingly perfect when they leave the factory, but in time the ultimate consumer—the Great American Public—will have just cause for complaint—

Backed by a reputation of thirty years, we offer you

ROTARY GUM CORE STOCK, CROSSBANDING, BUILT-UP PANELS and DRAWER BOTTOMS

worthy of the finest furniture and trim

We cut and dry our stock scientifically—crate so staunchly that the goods reach you in perfect condition—furnish you with the only grade we know—Golden Rule Quality.

GEORGE B. OSGOOD, Peoples Gas Bldg. The Anderson-Tully Company
Grand Rapids, Mich., Office
FRANK B. LANE. Houseman Bldg.

MEMPHIS, TENN.

OUALITY MEANS ECONOMY

Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
lx6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan



BAY CITY, MICH.

The Largest Producing Center of Michigan Hardwood

The Kneeland-Bigelow Company

BEECH

200 M ft. of 6/4 No. 3 Common 500 M ft. of 5/4 No. 3 Common

MAPLE

750 M ft. of 5/4 No. 3 Common

"FINEST"

Maple and Beech FLOORING

∴ Michigan ∴ Hardwood Lumber

Write for Prices

W. D. Young & Co.
BAY CITY MICHIGAN

J. RAYNER CO. THOSPICATED VENEERED PANELS ALL WOODS SEND FOR STOCK LIST MAHOGANY LUMBER DARROLLAVE AND SHELDON ST



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

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William Horner

Manufacturer of

"Smoothest"

MAPLE, BEECH & BIRCH

FLOORING

MILLS: Reed City, Mich. Reed City, Mich.

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Oak Birch Gum

RED CEDAR MAHOGANY

D. W. Baird Lumber Co.

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CHICAGO, ILLINOIS

PREPAREDNESS

for coming good times will make you SEND US YOUR INQUIRIES FOR

Specialties Oak, Gum, Cypress

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WHOLESALE LUMBER
LUMBER EXCHANGE BLDG.
Yards at CHICAGO Band Saw Mill
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-SPECIALTIES-

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Thirty years in business
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Hardwoods

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strongest circulation is in the region wherethings are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

Wistar, Underhill & Nixon

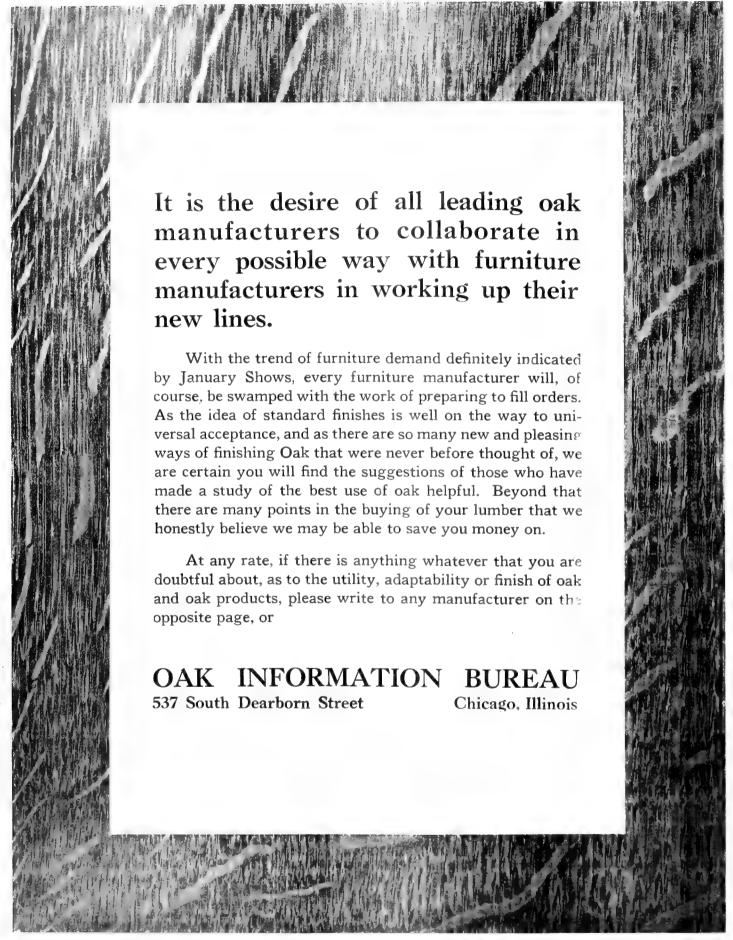
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"The Big Red Shed"

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All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Dependable Distributors of Oak

ALABAMA

c-Cromwell Hardwood Lumber Co., Montgomery

ARKANSAS

Bliss-Cook Oak Company, Blissville (See page 52.) Paepcke Leicht Lbr. Co., Blytheville and Heiena. (See Bliss-Cook Oak Company, Blissville (See page 52.)
Paepoke Leicht Lbr. Co., Blytheville and Heiena. (See page 48.)
Crittenden Lumber Company, Crittenden.
C-I V Stimson Hardwood Company, Helena.
J. H. Bonner & Sons, Heth. (See page 52.)
b-Little Rock Lumber & Manufacturing Company, Little Rock. (See page 8.)
Miller Lumber Company, Marianna
Edgar Lumber Company, Wesson

ILLINOIS

a, b, c—Dermott Land & Lbr. Co., Chicago. (See page ...)
Utley-Holloway Lumber Company. Conway Bldg., Chicago.
(See page 5.)

INDIANA

INDIANA
Hoffman Brothers Company. (See page 12.)
c-Bedna Young Lumber Company, Greensburg
Chas. H. Barnaby, Greencastle. (See page 51.)
J. V. Stimson, Huntingburg. (See page 64.)
Wood-Mosaic Company, New Albany. (See page —.)
North Vernon Lumber Conpany, North Vernon.
C. & W. Kramer Company, Richmond.
Swain-Roach Lumber Company, Seymour. (See page 55.)
a, b, c-Fullerton-Powell Hardwood Lumber Company, South
Bend.
a, b-Cyrus C. Shafer Lumber Company, South Bend

KENTUCKY

a. b. c—Arlington Lumber Co., Arlington. (See page 47.) Clearfield Lumber Company. Inc., Clearfield. b—Kentucky Lumber Company. Lexangton.

W. P. Brown & Sons Lumber Co. (See page -.) Churchill-Milton Lumber Company.

LOUISIANA

The Ferd, Brenner Lumber Company, Alexandria. Colfax Hardwood Lumber Company, Colfax, b., —The Hyde Lumber Company, Lake Providence. Climax Lumber Company, St. Landry. Thistlethwaite Lumber Co., Ltd., Washington. Mansfield Hardwood Lumber Company, Winnfield.

MISSISSIPPI

b—Alexander Bros. Belzom.
b—Lamb-Fish Lumber Co., Charleston. (See page 53.)
Paepoke Leicht Lumber Co., Greenville. (See page 48.)
Issaquena Lumber Company, Issaquena.
Mississippi Lumber Company, Quitman.
b, c-Tallahatchie Lumber Company, Philipp.
Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

a. b. c.—M E Leming Lumber Company. Cape Girardeau. Long-Bell Lumber Company, Hdwd. Dept., Kansas City. Mo. a. b. c.—Tschudy Lumber Company, Kansas City. b. c.—Gallsway-Pease Co., Poplar Bluff. Baker-Matthews Lumber Co., Sikeston. (See page [2.)

ST. LOUIS

c—Arkla Lumber & Manufacturing Company, St. Louis. J. A. Holmes Lumber Company. a, b, c—Chas. F. Luehrmann Hardwood Lumber Company. a, b, c—Thos. E. Powe Lumber Company.

NORTH CAROLINA

a, b, c-Carr Lumber Company, Pisgali Forest

0110

Yellow Poplar Lumber Company, Coal Grove. a, b, c-W M. Ritter Lumber Company, Columbus b-Barr-Holaday Lumber Company, Greenfield

CINCINNATI

Bayou Land & Lumber C mpany
C. Crane & Co. (See page 55.)
a. b—Duhlmeler Brothers & Co.
The John Dulweber Company.
Hay Lumber Company.
b—Mowbray & Robinson Company. (See page 8.)
c.—Probst Lumber Company. (See page —..)

PENNSYLVANIA

Babcock Lumber Company, Pittsburgh

TENNESSEE

a, b, c—J. M. Card Lumber Company, Chattanooga Williams Lumber Co., Fayetteville. (See page 54.) c—Redna Young Lumber Company, Jackson. Johnson City Lumber & Manufacturing Co., Johnson City J. M. Logan Lumber Company, Knoxville. (See page 11.) Little River Lumber Company, Townsend. (See page 11.)

MEMPHIS

Anderson-Tully Company. (See page 2.) Anuerson-fully Company. (See page 2 b—Geo. C. Rrown & Co Goodlander-Robertson Lumber Company Memphis Band Mill Company. Russe & Burgess, Inc.

—J. V. Stimson Hardwood Company.

J. W. Wheeler & Co.

Davidson, Hicks & Greene Company, Farris Hardwood Lumber Company, Love, Boyd & Co. John B. Ransom & Co.

TEXAS

Liberty Hardwood Lumber Co., Big Creek. (See pages 9 and 54.) and 54.) South Texas Lumber Co., Houston. (See page 9.) H. u. bonissen Mig. Lo., New Caney. (See page 9.)

c-U. S. Spruce Lumber Company, Marion.

WEST VIRGINIA

WEST VIRGINIA

b. c—The Alton Lumber Company, Buckhannon.
a, c—West Virginia Timber Company, Charleston.
Pardee & Curtin Lumber Company, Clarksburg.
Bluestone Land & Lumber Co., Gurdner.
C. L. Ritter Lumber Company, Huntington.
Rockeastle Lumber Company, Huntington.
Clay Lumber Company, Middle Fork.
The Parkersburg Mill Company, Parkersburg.
a, b. c—The Meadow River Lumber Company. Rainelle.
b, c—Warn Lumber Corporation, Raywood.
American Column & Lumber Co., St. Albans.

WISCONSIN

a, c-Racine Lumber & Manufacturing Company, Racine.

a—Manufacturer of Implement Stock.
 b—Manufacturer of Car Material.
 c—Manufacturer of Factory Dimension.
 Firms in Heavy Type Have Individual Ads on Pages Designated.



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MICHIGAN

Michigan Hardwoods

Make Steady Customers

White Pine, Norway, Hemlock

PLAIN and QUARTERED RED and WHITE

EVEN COLOR SOFT TEXTURE

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We have 35,000,000 feet dry stock—all of our own manu-facture, frem our own timber grown in EASTERN KEN-TUCKY.

Oak Flooring

PROMPT SHIPMENTS

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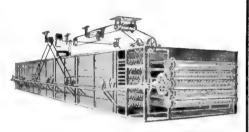


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No checks or splits. Enormous output. Low labor cost.

The Philadelphia Textile Machinery Co.

Philadelphia



Little Rock Lumber & Mfg. Co.

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HEART of the finest HARDWOODS

Saline River Red Gum

Daily Capacity-75,000 Feet

CIRCULAR MILLS Emory, Ark. Watrous, Ark.

High Grade Plain and Otd. White and Red Oak, Red Gum, Sap Gum, Cypress, Ash, Hickory, Holly, Elm, Maple, Qtd. Sycamore, Hackberry

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——Prompt Shipments of— White and Red Oak Car Material

All Lumber Well Manufactured. Dependable Grading

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HARDWOOD SPECIALISTS

Lower Peninsula

MICHIGAN MAPLE

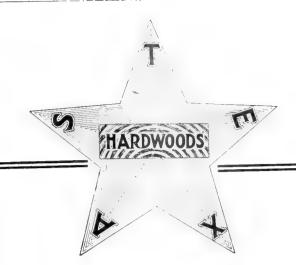
A Complete Assortment Cross Piled and End Piled Winter Sawn White

WE SPECIALIZE IN DIMENSION STOCK

JAMES C. COWEN, Chicago Representative

The CTEA LUDINGTON, MICH.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



TEXAS-

The newest star in the Hardwood firmament

"Ultimately the main source of Hardwood supply"

Not every hardwood buyer has learned to look to Texas for supply, but the reputation of Texas hardwoods is rapidly spreading with the result that more and more buyers are sending their inquiries to responsible Texas manufacturers.

TEXAS WHITE and RED OAK is now being used in practically every important consuming center because of its desirable color, figure, texture, widths and lengths—and those who have tried it continue to buy. It is being used for every purpose for which oak is employed. It is well manufactured and properly graded when made by the mills named below.

H. G. BOHLSSEN MANUFACTURING CO New Caney, LIBERTY HARDWOOD LUMBER CO Big Creek,	Texas
PHILIP A. RYAN LUMBER CO. SOUTH TEXAS LUMBER CO. (Mill at Onalaska	Texas
SOUTHERN PINE LUMBER CO	Texas

See Lists of Stock on Pages 53-59

Texas mills also manufacture Red Gum, Ash, Elm, Cottonwood, Magnolia, Hickory, Cypress, Tupelo

"IDEAL" Steel Burnished

Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock, and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber-All Kinds

Send Us Your Inquiries

I. STEPHENSON CO., Trustees Wells, Michigan

SAVE YOUR MONEY BY USING THE

BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you Write for turms.

Lumbermen's Credit Assn., Established

Mention This Paper

WM. WHITMER

& SONS INCORPORATED

Manufacturers and Wholesalers of All Kinds of "If Anybody Can, We Can"

West Virginia Spruce and Hemlock Long and Short Leaf Pine Virginia Framing **PHILADELPHIA** Finance Bldg.

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Porterwood, W. Va. Conway, S. C. Wildell, W. Va. Mill Creek, W. Va. Jacksonville, N. C. MILLS Hertford, N. C.

Bros. Lumber

MAIN OFFICE:

PITTSBURGH, PA.

Can You Sell a Man if You Don't Know What He Uses?

Even on your personal call, if it is the first one, you have to feel around to find out what your prospective customer uses before you can make an intelligent quotation on what you handle.

You Can't Fail to Sell Him if

Because you make that invaluable good first impression by being able to talk con-You Do Know What He Uses fidently and to the point right off the bat.

Or, if you are writing, you know your letter will not strike home if it quotes on stock not used in his line-while if you know he uses the exact kind and grade and description of lumber you want to quote on, you can write a personal letter to the buyer that he will want to read.

Details of such information covering factories carefully selected for reliability is easily available to every hardwood man. This list is revised completely every year; it gives s the exact description of lumber bought and names of buyers, the names, location and lines of manufacture.

The whole thing has been revised according to 1917 lumber uses, and contains just twice as many corrections as ever issued before.

HARDWOOD RECORD

537 South Dearborn Street, Chicago, Illinois

WILL GLADLY GIVE YOU WHAT INFORMATION YOU WANT



The Soft Textured Woods of This Region Have Never Been Surpassed

Impartial Observers Praise East Tennessee Hardwoods

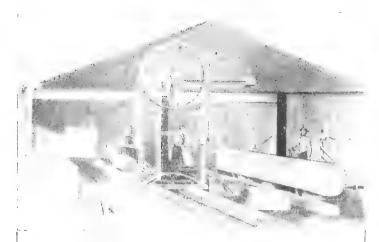
T is the unvarying opinion of fair-minded hardwood manufacturers and of well-schooled consumers familiar with the country's hardwood supply that the hardwoods of the great East Tennessee mountain region have never been surpassed even by the most widely acclaimed products of restricted areas.

East Tennessee hardwoods in every one of their great variety of species combine the zealously sought qualities of grade, good dimension, satisfying texture, and variety of figure which in some quarters are represented as being contained only in limited and closely worked regions where "each tree separately, and not the conglomerate forest," is the objective of the sawmill man, but—

The fact that the wonderful East Tennessee quality is embraced in the "forest" rather than in "each tree separately" is a big advantage to the buyer, as he is assured of unvarying supplies of any wood he wants and at all times—he can count on service.

The following firms are the principal manufacturers in this region who will tell you anything you want to know about East Tennessee quality:

The Babcock Lumber & Land Co. . . Knoxville, Tenn. Little River Lumber Co. . . . Townsend, Tenn. Vestal Lumber & Mfg. Company Knoxville, Tenn. J. M. Logan Lumber Company Knoxville, Tenn.



First Band Mill erected by Hoffman Brothers in 1869 on our present site. Half a century experience behind our goods.

> **EADQUARTERS** ARDWOODS



Hoffman Bros. Company

FORT WAYNE, IND.

Incorporated 1904 Established 1867

Wanted

CUSTOM WORK CHICAGO MILL

Modern Band Mill, Slicers. Veneer Saws

Best of Equipment Exceptional Facilities Address-Service, care Hardwood Record

Dry Kiln Door Carrier Co.



SA VE

Heat Time Trouble Money

by using the

Door Carrier System

THOUSANDS ARE IN USE

THEY CPERATE PERFECTLY on doors of any size, on OLD OR NEW KILNS

INDIANAPOLIS. IND.



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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.



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SIKESTON, MISSOURI

Sales Office: CHICAGO

1216 Fisher Bldg. J. H. Stannard, Mgr. Phone: Harrison 1112

A sales organization of practical lumbermen, familiar with the cutting, seasoning and grading of southern hardwoods. A sales organization that has made a close, first-hand study of the problems the consumer has to meet—hence, able to render you a double service.

We have made specialties of Red Gum and Plain Oak.

Buy lumber from men who know lumber





Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1917

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President Edwin W. Meeker, Managing Editor Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building 537 So. Dearborn Street, CHICAGO Telephones: Harrison 8086-8087-8088



Vol. XLII

CHICAGO, FEBRUARY 10, 1917

No. 8



Review and Outlook



General Market Conditions

THE ONE BIG QUESTION commanding the immediate attention of our American business men today is what will be the effect of the latest development in our international relations upon our business. The United States approaches the ultimate result of present uncertain developments in a stronger position than it would ever before have been possible for it to maintain. This does not refer to the financial strength of the nation or to anything in which its purely material interests are involved. The situation which makes the present crisis less acute from a business standpoint is, rather, psychological.

For two and a half years we have been the unwilling audience of the greatest spectacle in the world's history. We have become immune to easy excitation. Calamities which prior to the present world catastrophy would have commanded overpowering headlines in our press, now are referred to briefly as matters of every day news of small concern. We are less affected by the sensational and have been so surfeited with excitement, with horrors, and with crises, that we as a nation now refuse to be startled very far out of our regular channels unless there is the definite proof that whatever situation confronts us has in itself the possibility of materially and concretely affecting our national structure. Even in the speculative markets the effect of this change in our way of looking at things has been apparent, but in the productive and material end of our industrial and commercial life, the two-and-a-half years of highly charged sensation have left us more or less stolid and less easily moved than we ever were before.

Thus the country seems to be satisfied with future and present developments in a purely concrete way, and to consider actualities rather than to allow imagination and panic to hold full sway, and the nation as a whole seems to be pretty well convinced that the new conditions in themselves do not constitute a sufficient possibility of disturbing the basic reasons for the present prosperous conditions—the buying power of those abroad and at home who are taking the products of our industries.

The natural result of the first news of the break was general caution, but any moves on the part of our industrial and business heads to provide for reasonable safety have not been carried out in a helter-skelter fashion and have not been accompanied by the scurrying to cover which but a few years ago would surely have instantly marked such a radical development in our relations to the rest of the world.

In short, it seems now that the only visible effects of our first real crisis will be the orderly institution of those precautionary measures which common sense would dictate. In hardwood circles there have been but few cancellations of orders for hardwood products and correspondingly few cancellations of orders for the raw materials going

into these products. Without a doubt there will be fewer contracts and orders for any substantial period ahead, but it is quite likely that the current consumption as it continues from week to week and month to month, will make up in the aggregate very close to, if not quite so much as, what would have moved had the new developments not materialized. And beyond that it must be remembered that the conditions within the industry, which in themselves could not be affected one way or the other by foreign complications, are just as strongly as, if not stronger than, they were before the present crisis developed.

The northern operators are just reaching the zenith of their car shortage, while new embargoes and new restrictions, natural and artificial, as affect the input of logs, are keeping southern operators badly hampered. No conditions now manifest or even existent in the imagination can so affect the hardwood situation as to make hardwood products anything but highly desirable property now and for as far ahead as the average lumberman or consumer usually figures.

Open Competition

THE HARDWOOD MANUFACTURERS' ASSOCIATION has blazed a trail straight to the desired goal by forming and adopting a plan for open competition among its members in manufacturing and selling their product. The need of a steadier and better market has been long felt. Statutes have stood in the way of regulating prices and production by agreement beforehand. There is no law and there can be no law against a man telling what he has done, after it is done, or listening to similar information from competitors engaged in the same kind of business. A full outline of the plan on which it is proposed to proceed will be found in this issue, in the report of the hardwood meeting at Cincinnati last week.

The plan contemplates no discussion of future prices or future output. Competition will be left to regulate both; but this competition will not go blindly for lack of information. Details of operations will not be kept secret, but will promptly become open history for all the members. Each will promptly know how much lumber was cut last month, how much was sold, how much is still on hand, and what price each member received for what he sold. No member fixes or discusses prices for anybody but himself, and he does that on information which deals wholly with past activities. He makes up his mind as to how much he can get for his lumber, and he tries to get it, without knowing whether or not any competitor is underselling him. He will not know that until all the reports have been received at the association's headquarters and the secretary has announced the results. Not till then will it be possible for the members to compare notes, and for each to determine whether he made good trades or not. All members of the association are competitors, and each tries to make the best sales he

can. They co-operate only to the extent of exchanging information of what is past, and each does the best he can to improve his opportunities. No man hides from his competitors what he has already done, and every man is free to judge the future by the past.

This is association work of the highest order, based on general and precise information, and on a willingness to deal openly and fairly with competitors. What helps or hurts one member of such an association, helps or hurts the whole association, because all members are sailing in the same boat. The manufacturers' association has fathered one of the most vital functions open to association activity. In adopting this plan, even if there were not a solitary additional purpose behind the organization, it deserves to thrive.

Beginning at Jerusalem

THE GUM MANUFACTURERS BELIEVE IN THE POLICY of beginning at Jerusalem. The meaning of that proverb is that it is best to secure all results attainable near at hand before going far away to look for others. When the European war began, the gum people were exporting 80,000,000 feet of lumber yearly. That disappeared at once.

Already the home market was over-supplied, as was supposed, and the prospect looked slim for finding buyers in this country to take up what could no longer be sent abroad. However, that was the only chance, and a campaign was undertaken for the purpose of increasing sales at home.

Secretary Prichard's report, read at the annual gum meeting at Memphis last month, stated that during the year 1916 the sales of gum lumber increased in the United States more than 100,000,000 feet. That made good what was lost abroad with twenty million to spare. It paid in this case to "begin at Jerusalem." The market was right at hand, and all that was necessary was to go out to take it. It would have required a long time and a great effort to have developed so large a market for gum in any or all of the foreign lands of the world.

It is interesting to note that this is not the first experience gum has had in finding home markets to offset markets lost abroad. Years ago when wood paving blocks were beginning to come into use on a large scale, gum rose to sudden popularity abroad, chiefly in London. Large orders were sold, and in anticipation of other large orders, operators in this country girdled trees to have them season while standing by the time the orders should come. The orders never came. An Australian wood beat gum in the foreign paving block market, and the American dealers were left with thick lumber or deadened trees on hand.

At that time there was little demand for gum in the United States; but the men who had this wood for sale went out and created a market that sufficed to absorb the stock on hand. That relieved them of their immediate burden, but it did more. It was the real beginning of gum's popularity in this country. From that beginning the demand has grown to its present dimensions.

The lesson might be studied with profit by manufacturers of other kinds of lumber. There may be room in the home market to increase their business more than they think.

Poisoning the Food Supply

THE AMERICAN WOOD PRESERVERS' ASSOCIATION has THE AMERICAN WOOD FINESHIP. The published its handbook for the year 1916. It contains a history methods of combating of wood preservation and a description of many methods of combating decay in timbers. Experts and specialists in the past have had much to say of conservation and reforestation; of planting trees, discouraging the poor kinds and encouraging only the best, in order that the supply of timber may not fail. That is all very well; but the real timber conservationist at the present time is the wood preserver. We need not wait a century for his results; for he has a method by which the service of our present timber supply can be increased a hundred per cent. He does not make two trees grow where one grew before, but he makes one tree go as far as two went before.

This remarkable result is brought about by the judicious use of poison. It is accomplished by poisoning the food supply of certain low orders of plants that grow within the wood and cause its decay.

Poison injected into the wood enters the starches and sugar on which the decay-producing fungus feeds, and death of the fungus results, and decay is checked or prevented from starting.

Vaccination of human beings to prevent smallpox is a similar process. Wood is "vaccinated" to prevent the disease known as decay. Before the discovery of vaccination, smallpox raged unchecked and caused enormous loss of life. It is now under control in all civilized countries. In the same way can decay in timber be checked, though wood exposed under conditions favorable to decay cannot be rendered perpetually immune. That is because the poison which is forced into the wood cells and other cavities where the food of the fungus is stored, does not remain always. It finally washes out and disappears, and when that happens decay can make headway, but not till then.

It would be difficult to overestimate the money value of wood preservation when applied to timbers in situations where decay is liable to become active, that is, in damp places, such as are occupied by railway ties, poles, posts, piling, wharfs, platforms, roofs, and paving blocks. By injecting this poison, the period of service of such timbers as are commonly used for these purposes is doubled. That increased service is worth a great deal in dollars and cents. It is important from the standpoint of conservation; for the same service may be had by using only half as much timber as would be called for if used in its natural condition.

Fortunately, the woods which need preservative treatment most, receive it most readily. This holds for sapwood of all species. It is subject to quick decay if untreated; but it lasts a long time if subjected to a good process. Many woods which last only a short time in damp situations, in their natural state, have their service doubled or trebled if injected with proper poison.

It is fortunate that the plants known as fungi, which are responsible for decay of wood, are so susceptible to poison that they cannot grow in its presence or thrive on food tainted with it. The knowledge of that fact is worth millions to the wood users of this country. It nearly doubles the quantity of timber available, by rendering fit many species formerly of no value, and it doubles the period of service of many others.

Exploiting the White Ant

M ANUFACTURERS OF METAL FURNITURE ARE using the white ant as an argument for their product. They advertise their furniture as being proof against the gnawing proclivities of these terrible termites. The propaganda is spread through tropical countries where ants are destructive of everything wooden, and the point of the argument is seen at once by the prospective purchaser of

The report by Roger E. Simmons on the ravages of white ants in parts of South America is used as a text by the sellers of metal furniture in those and similar countries. It is an argument which will be pretty hard to answer by the manufacturers of wooden furniture who attempt to do business in the ant-infested countries. No efficient and practicable method has yet been discovered for proofing furniture and interior finish against the white ant. Preservative treatment of the wood with crossote or some similar poison will help. The termite has no palate for the poison; but it is difficult or impossible to give preservative treatment to furniture without lowering the value of the article on account of discoloration or disagreeable odor.

A few woods are reputed to be naturally ant proof. Lignum vitae is said to be so; but this is a rather expensive wood and otherwise is not very desirable for furniture. Its hardness alone puts it out of consideration in most instances. There are several woods in the Philippines which are reputed to be proof against the white ant, and some of the eucalypti of Australia have the same reputation. The western coast of the United States has one wood for which the claim is made that ants will not touch it when it is used in regions infested by these insects. This is the Port Orford cedar which is found in great abundance on the shores of Coos bay, Oregon. It is not a figured wood. nor is it highly colored; but it is valuable for boatbuilding, interior finish, house siding, flooring, and for several other purposes. Possibly it would fill a place in certain lines of furniture that would sell in the termite regions of the tropics.



The Elasticity of Wood

HU MAXWELL

Editor's Note

The property fields to two moves of an atternof common knowledge of the most users and the sufficient to measure. The results of scientific tests are expressed in terms which me dearth, to those who are not engineers, and the practical user generally depends upon his own experience or that of others for what he knows of this property which is always present in a cold and is frequently great importance.

ARTICLE THREE

Less is heard of the elasticity or stiffness of wood than of its strength, weight, hardness, and figure. It is a property not so easily understood as the others and it is not so often observed or discussed by workers in or users of wood, yet in many ways it is as important as the others. The fact may be lost sight of that much of the smoothness of a railroad journey is due to the elasticity of the wooden ties over which the train glides; or that much of the noiseless character of a wooden pavement, or still more of the ease with which vehicles travel over it, is on account of the elasticity which absorbs and distributes jolts. The same can be claimed of the wooden floor when it is compared with the unyielding floor of cement. Much of the smoothness with which a buggy or carriage skims along the highway is owing to the springiness of the spokes, felloes, running gear, and other wooden parts. If wood were not so highly elastic, the game of croquet would not be played, the golf course would be deserted, and most of the sport would disappear from angling. There are scores of ways in which we use or enjoy wood's elasticity, and often without giving a thought to the fine quality which means so much to us.

Elasticity and stiffness in wood are practically the same thing, but the two words do not always convey the same idea. Most persons who are acquainted with the use of wood readily understand what is meant by stiffness. To them it means that property in wood which makes a stick hard to bend, and when bent, but not bent too far, causes it to spring back to its original form when the force is removed. Every wood has that property, but some show it more plainly than others. Persons who are acquainted with the common uses of hickory and ash, for example, know that both are hard to bend, and that both will recover their shape when the pressure is released; but it is difficult by the eye alone, or by the ordinary means of observation, to determine which of these woods bends with greatest resistance, or which flies back with the more energy.

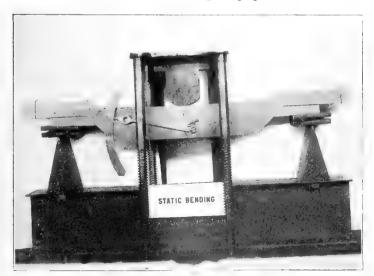
A MEASURING APPARATUS

Machines have been devised to measure the force required to bend a stick and to make a record of it. Figures prepared from such data show how much stiffer one wood is than another, and the figures thus evolved are used as a measure of elasticity or stiffness. In technical books it is called ''modulus of elasticity,'' which means the measure of elasticity—sometimes called ''factor of stiffness.'' It is expressed in hundreds of thousands, or even millions, of pounds per square inch of cross section. White oak's modulus of elasticity is 1,318,000 pounds. This figure is so large that it seems unreasonable, and unless it is explained, it is misleading or meaningless. At best, it is more or less theoretical and is based on the ability of wood to stretch under tension.

Wood will stretch a little if the force is applied as a pull lengthwise, and machines have been devised to measure what force is necessary to produce a certain amount of stretching in a stick of a certain size and length. The force calculated is sufficient to stretch the stick one inch; but since no wood will stretch an inch, under the conditions specified, the actual stretch is only one-thousandth of an inch. In the case of white oak, as the figures are given above, it is found that a pull of 1,318 pounds stretches the stick the thousandth part of an inch, and from that it is calculated that a thousand times that force, or 1,318,000 pounds, would be required to produce a stretching of one inch; hence, it is said that the modulus of elasticity of which oak is 1,318,000. This explanation is not strictly scientific in all respects, and it is intended to show in a general way only what the large figures mean which are commonly employed to express the modulus of elasticity of different woods. No wood in the world, in the form of a stick an inch square and suspended lengthwise, will hold up a weight of a million pounds in a lengthwise or stretching pull-nor one-tenth of it-yet it is assumed that such weights are so sustained in calculating the elasticity of wood. The figures are, therefore, theoretical, and are useful chiefly for comparison, one wood with another. Below is a list of twenty woods, selected from Sargent's list of 405. They range from the least elastic to the most elastic of our timbers.

								Modulus of	
Spec	ies							elasticity	
Golden	fig			,	,			= 276,000	Y
Black	willow	,						. 576,000	R
Arbor	vitæ							. 750,000	E
White	elm							:1,069.000	V

											wonning or
S	ne	cies									elasticity
Yen	٠,				,	,	,				,1,078.000
Red	21	ım		,							.1,194,000
Bass	sw	ood									.1,198,000
Whi	te	pine	٥.	,		,		,			.1,208,000
		-									



TEST IN STATIC BENDING

This is a machine used in the government laboratory at Madison. Wis.

A'ressure can be applied slowly and an accurate record kept of
the behavior of the beam up to the time it breaks



OSAGE ORANGE FENCE POSTS

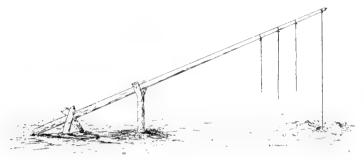
The modern rancher, by stringing wire on these posts, makes fences to turn cattle. The Indians whittled bows of the wood, strung them with sinew, and used them to kill buffalo

Chestnut 1 228 000 Black locust	.777,000
Cypress	,925,000
Osage orange1,309,000 Sugar maple2	000,010,
White oak. 1.318,000 Sweet birch. 2. Fremont cottonwood 1.494,000 Longleaf pine. 2.	
Fremont cottonwood	.333,000

STIFFNESS CONSIDERED IN USING WOOD

The majority of users never bother themselves with the figures showing wood's elasticity, but they learn by experience or by hearsay, the essential points in the few woods which they handle. Elasticity is harder to measure and to understand than weight and strength; but, none the less, it has a great deal to do with the utilization of wood.

The golf player will have his club with a hickory handle because of that wood's great elasticity. A blow may bend it like a rainbow and it will fly straight in an instant. It possesses great toughness also, and the three properties, toughness, strength, and elasticity, must be combined in a first-class golf club. Yet, hickory is not the most elastic wood in America. It is surpassed by longleaf pine, when judged by laboratory tests; yet nobody wants yellow pine golf clubs. The first



THE SPRING POLE WELL DRILLER

Apparatus like this laid the foundations of some of the largest fortunes in America, in drilling the earliest oil wells. The elasticity of the pole remained undiminished after months of work

blow would snap them short. That is because the pine lacks toughness in combination with stiffness. But if this same longleaf pine is used in large beams, like car sills, it will likely give better service than hickory, even from the standpoint of elasticity.

The most elastic wood in the United States, if Sargent's figures are correct, is the despised and ungainly mangrove that forms the hydrophytic forests which fringe the southern Florida coast; while on the dry land just above the mangrove fringe grows the least elastic American wood, the golden fig, a half-parasite which hangs on or leans against some other tree for support. Mangrove is twenty-one per cent stiffer than shagbark hickory, fifteen per cent stiffer than sugar maple, and fourteen per cent stiffer than sweet birch. But no one seems to be making golf sticks or ax handles or buggy spokes of mangrove. It may have been unintentionally overlooked in seeking materials for these commodities, or it may be wanting in some other quality and is thereby unfit for use so exacting as is required in slender handles.

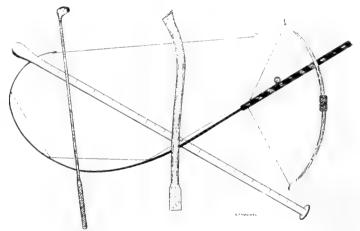
Mangrove's remarkable elasticity has saved it from destruction. It grows in shallow water and forms a fringe along the shores where the thickets stand idly and languidly enough in times of calm; but when storms come from the ocean, the mangrove thickets are overrun and beaten down by waves and would be torn utterly to pieces if their phenomenal elasticity did not permit them to yield and spring back again, and thus save themselves from being crushed. No other American tree is required to face similar attacks, and no other has been so admirably fitted by nature for withstanding such assaults. Meanwhile, on the high shore, out of the ocean's reach, stands the golden fig, the mangrove's neighbor, the weakest, most inelastic wood, and it has not firmness to hold up its own weight. It is interesting to see two trees so radically different and separated by only a few rods, the one capable of meeting any adversity, the other too weak to stand alone. The people of Florida, where mangrove is plentiful, use it for fuel and tanbark only, and seem to be unaware that it is one of the most elastic woods in the world.

WHAT THE "SPRINGPOLE" ACCOMPLISHED

The elasticity of forest saplings laid the foundations of some of the largest fortunes in America. It was during the early years of the petroleum development and before improved machinery for drilling deep wells had been invented. The heavy drill which, by being repeatedly lifted and dropped, cut the hole down hundreds of feet through rock to the oil strata, was hard to lift by man power and none other was in use; so the drillers invented the "springpole" to do the lifting. It was a sapling from four to eight inches in diameter and forty to sixty feet long. It was rigged with the large end fixed on the ground and held by stakes, and a short, forked post set under as a fulcrum near the fixed end, with the pole projecting into the air at an angle of about twenty degrees. This was the spring. The drill was attached by a rope to the pole's free end. Men with ropes would jerk the pole down suddenly and the heavy drill would drop into the hole and chip the rock at the bottom. The men permitted the pole to spring back, lifting the drill. Thus, by repeatedly lowering the end of the springpole and releasing it, the drilling proceeded, and a well two hundred feet deep could be drilled in six months. The work was slow, but when oil was struck, fortunes were made in a few weeks. It was a common saying among the drillers that a springpole never lost its elasticity. It would lift a two-hundred-pound drill as quickly for the fifty-thousandth time as for the first. That method long ago went out of use. Steam engines now drill as deep in a day as the springpole of 1858 could drill in a month.

THE MOST ADVANCED USE

Manufacturers of handles and of light vehicles make the most of wood's elasticity. The difference is so great between a fine, high-grade hickory ax handle and one of the common sort, that the experienced chopper who has trained his hands to the "feel" of the resilient hickory sapwood, loses all patience if circumstances compel him to use any other. Such a handle absorbs all the jars and jolts of the blow and the axman's hands are saved from the sting of the stroke. It is due to the wood's elasticity, its wonderful ability to absorb within itself the rebound of the blows.



SEVERE TESTS OF WOOD'S ELASTICITY

The archer's bow, the fishing rod and the golf stick are sportsmen's accessories, and the ax handle and the board rule are tools essential to the lumberman

Exactly the same quality gives elastic woods their value in light vehicles. The wood of which the carriage is made absorbs the shocks of the road instead of passing them on to the bones of the rider. Much dependence is placed in metal springs, but not all. Even the yield in the wooden singletree saves the horse's shoulders from jerks. This is not so important with heavy wagons where all movements are slow.

There are persons who prefer a steam passenger coach of wood to one made of steel. They claim that the ride in the wooden car is smoother and less disturbed by jerks and quivers. The wooden frame absorbs the inequalities of the rails and curves so that the spasmodic trembling of the car is not transmitted to the passenger. Experienced travelers say that in paint, pattern, and appearance the steel coach may be superior, but for comfort and refined luxury the wooden car has no equal.

One might suppose that small results from elasticity are noticeable from timbers as large as railroad ties; yet that is one of the most remarkable instances where this property is of practical use. Scores of attempts have been made to substitute metal or stone ties for wood. The Patent Office is filled with such patents; but the fact that the wooden tie still holds its place is the best answer. If metal and stone ties do not break, they yield so little that engines and trains passing over the track at high speed are liable to pound themselves to pieces.

The value of elasticity in wood is often seen to good advantage in small articles. The picker stick, which is a device in looms for throwing shuttles, requires the best wood obtainable, which is hickory; for it must deliver strokes exactly the same in time and force, during a long period, and it is the recoil of the stick that throws the shuttle.

Whip handles, fishing rods, and caues are usually of elastic woods, but strength is of equal importance.

The board rule which lumbermen use in measuring lumber is a good example of the part which elasticity can play in daily labor. This rule may be bent in such sharp curves that the operator may measure the width of boards without wearing himself out by stooping to lay the rule flat. The rule springs straight instantly when the pressure is released. It is generally made of hickory sapwood.

PRACTICE SUPERIOR TO THEORY

Tests by machines are of great value in determining the fitness of woods for specific purposes; but such tests are not infallible. It is not always easy to say which quality is most valuable in a particular article, elasticity, strength, or toughness. They are frequently so closely associated that one of them cannot be duly appreciated if it is separated from the others. In such cases actual tests may be a better guide than the data worked out by machines. The archer's bow is a good example of this. It is commonly supposed that the most elastic woods will make the best bows; but when machines have pointed out the most elastic woods, it is found from experience that these are not the best bows made. Osage orange or bois d'arc (bow wood) of Oklahoma enjoyed a high reputation as material for Indian bows. The

savages went the to get it, and they were good judges of bows. Yet it is not very clastic. There are fifty woods in the United States superior to it in stiffness, if laboratory tests may be accepted. Long-leaf pine is 62 per cent above it in elasticity; sugar maple and sweet birch are more than 50 per cent superior; and even white oak is more elastic. Yet these accer had anything like the reputation of Osage orange for bows. The Indian's experience ran counter to the engineer's test, and in this case the Indian was the court of last resort.

Take another puzzling example where practice knocks out theory. Western yew is reputed to be the best bow wood obtainable. Archers pay high prices for a yew bow—as much as \$150 in some instances. But the laboratory shows that yew is a very common wood in elasticity—about like red gum and basswood. Yew's popularity for bows is not due to a passing fad and the whim of fashionable archery clubs. In 1806 when Lewis and Clark were at the mouth of the Columbia river they found the Indians using yew bows, although the explorers, judging by appearances, mistook the wood for western red cedar.

These instances, and others that might be cited, should stand as a warning against too hasty conclusions as to what properties really lead to the use of a wood. In the case of the bow, elasticity is required, but that is not the only, possibly not the chief, consideration. Stoux Indians made bows of butternut, Comanches of mesquite, Apaches of cottonwood, Virginia Indians of ash, witch-hazel, and locust, and all Indians made bows of hickory when they could get it. The red hunter's only test was practice and by that he was able to pick out the best woods for his purpose, though in so doing he passed over some woods which the modern laboratory says should have been chosen. Practice, trials, and experience should still have a very important place in ascertaining the best uses of woods. Engineers and their laboratories can do a great deal in that direction, but the safest course is to supplement the engineer's figures by experiments when seeking new woods for old uses or new uses for the woods which are already well known.



Siding from Bill Stuff



Often there are greater possibilities in the siding from bill stuff than the average sawmill man realizes. Too often the sawmill man is inclined to figure that the thing to do with the siding of all bill stuff is to make it into one inch and two inch boards and consider it that much clear gain whenever he is able to sell it, because if he has figured properly on his bill stuff order he has calculated that the returns from this will pay for the logs, the sawing and a profit besides. Therefore whatever he may get for the siding and trimming is pure velvet.

Properly, the siding or trimming from bill stuff should be pure velvet. As a general proposition bill stuff should be figured from the raw material cost of what logs are required to make it, and should pay a profit on this basis without having to depend upon the siding or trimming secured by sawing the bills. That, however, is all beside the question of what to do with the siding from bill stuff to realize the most profit.

In this connection an incident is recalled in a sawmill where oak bill stuff was being cut. The general instructions were to make two-inch boards six inches and up wide wherever practicable, and where this could not be done to cut inch boards. It so happened that much of this siding from bill stuff was clear material, and it being known that the two-inch plank was sold as common stock, the idea was suggested of running certain of the trimmings into clear dimension. One dimension was 2x4 in varying lengths. It took a little persuasion to get the mill owner's permission, and this clear dimension stock accumulated a bit slowly, but when a stock of it was secured and it came to marketing it, the millman was surprised at the returns, for they were more than double what he had expected.

This matter of siding from bill stuff is of particular interest

these days, because many mills are now busy on car material and railway bills of various kinds, which means lots of siding, some of which will not fit into the two-inch plank trade very well. In the shorter lengths of car stock, for example, the trimmings are rather short to be salable as two-inch planks. Often, however, they are the best part of the log, having a greater percentage of clear stock in them than the car material itself, and if the proper use can be found for them they ought to bring a better price than the bill stuff.

What seems to be the best proposition is for the sawmill man to make a study of the possibilities of marketing clear dimensions of various kinds and sizes, not only in oak but in beech and all kinds of timber that is being cut into bill stuff. From a wide knowledge of market possibilities of various items in dimension stock, the millman should be able to select something that will fit in with the lengths and sizes being cut, and be able to get out of it much more than is usually obtained. It is by a systematic study of just such features as this in connection with sawmilling that the millman of the future must pave the road to success and obtain the full measure of profit. The siding from bill stuff is of too good a material to be passed by indifferently and sold for whatever it will bring. It is a material with possibilities for profit, and in this day of striving for greater efficiency there is no better place anywhere along the line in the woodworking industry to put in some good licks for higher efficiency than in connection with siding from bill stuff.

The chair factories of the country call for practically twice as much oak lumber as is used in the making of agricultural implements.



Hardwood Manufacturers' Annual



With about 10.2 cm, research to a feet a front seats, Prescrict B. at Burns called to order the convention of the Hardwood Manufacturers' Association of the United States, at the Hotel Sinton, Cincinnati, Tuesday, January 30. He opened his address with an earnest plea for all the lumbermen to stand together at the end of the European war and thus develop a foreign market. He sounded the key note of the convention, "Cooperation," which, he declared, has been

recognized by the United States Government as the "salvation of the country's business."

Address of President

It gives me pleasure to greet ven, and welcome you to this our fifteenth annual convention. In the very few minutes that I shall give to this address I will, touch briefly upon a ew sucjects which I believe furnish the materials for a strong association, structure. I hope we shall give them, and other subjects which may be discussed at this meeting, our earnest consideration

We are here today for a purpose, and that purpose is to study our industry and plan for the improvement of conditions surrounding it. They need improvement. The first essential to success in business and in association work is loyalty, which means, in this instance, devotion to the principles of our association. This quotation, borrowed from an editorial in Packages of October, 1914, is very much to the point:

the point:

You can build the finest machine in the world, but it will accomplish nothing unless it is properly oiled: it will clog and choke and become a total wreek, not because it is not properly constructed, not because it could not accomplish what it was intended for, but simply because the contributing factor to its efficiency was not thoroughly appreciated. It is the same thing with a commercial organization. The finest scheme of operation in the world may be devised. It may be designed to reach the smallest details of the industry's methods and practices, but it will fail just as completely as the machine unless it is properly oiled. Oil, in this case, is lovalty.

The next factor, and the one which is a natural outgrowth of loyalty, is co-operation. This word confronts us everywhere we turn. We see it and hear of it so often and apparently know it so well that we fail to drink in its full significance. It means, in plain language, collective ac

tion. It is the vital principle of success today, whether applied 1 caprivate business, association work, or other lines of human endegyor. We have concrete examples to the steel and oil industries which are two familiar to you to require comment. Perhaps the most remarkable example of collective action may be found in the wonderful war machinery developed by the German Empire. Whether or not we are in accord with it, we cannot help but be impressed with what preparedness means, and the principle might well be applied to our own business.

Our government at Washington recognizes the necessity of co-operation as the salvation of the country's business, both at home and abroad. All of the utterances of the representatives of the Federal Trade Commission emphasize it and make it clear that the government is encouraging business men to work together.

This quotation, taken from an address delivered by Chairman Hurley of the Federal Trade Commission, before the Portland Cement Association in May, 1916, indicates very clearly the attitude of the government.

There should be a greater degree of organization and of mutual helptulness in all lines of trade and industry, so that American business may be welded into a commercial and industrial whole. The part of the government is to co-operate with business men, on request, and to bring around the results that will benefit business and hence promote our national weltars.

Business conditions today might be termed good, but they could be better in many respects, and especially as relates to lumber. Lumbermen generally are not reaping the profits they should from their tremendous

investments in timberlands, logging roads and mill property. There is an occasional good year, but there are too many lean ones. Members of other industries are enjoying a much greater degree of prosperity. Much of the profit in lumber comes from the increased value of stumpage. This is not as it should be.

A chart, recently prepared and distributed by the Southern Pine Association, indicates an advance in cement from 1912 to 1916 of 32.6%, in brick 17.3%, in steel 63.5% and in yellow pine lumber only 6/10 of 1%. I quote these figures on yellow pine because there are none available on hardwoods, but it is fair to assume that the condition is not very different.

A bulletin, recently issued by Secretary Kellogg of the National Lumber Manufacturers' Association contains this statement:

ment:

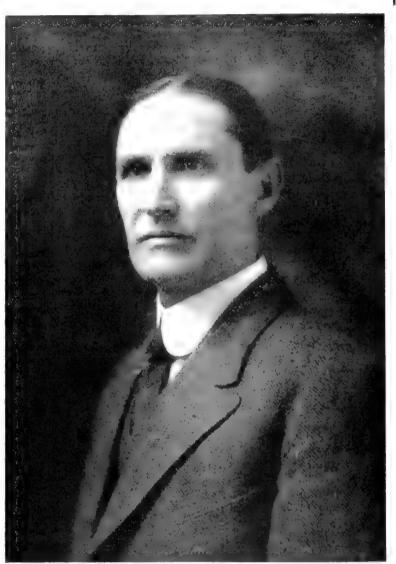
A recent compilation by the best authorities on the prices of 111 commodities on the New York market compared with only two years ago, shows a minimum increase of 19%, a maximum of 467%, and an average of 85%, yet the official government figures show that the lumber manufacturer got 10% less for his product in 1915 than in 1906.

There is a reason for this con-

There is a reason for this condition. There is also a remedy for it, and just now we are more interested in finding the remedy, and, in looking for it, we must come back again to that word " Co-operation. " Co-operation will be used a great many times here today; we want you to hear it and to realize fully just what it means. Mr. Dooley said: "I will belave anything if yez will only tell me often enough," and we are going to tell it to you so often during this meeting that when you go home you will be filled with the spirit of co-operation, any you will realize as never before just what it means to you.

We lumbermen need more of the religion of co-operation. We need more zeal—we need more enthusiasm for our business. We must have it, if we ever expect to see the lumber business take the place it should occupy as the second largest industry in the country. One man can't maintain his enthusiasm for a very long time going it alone. He may have the best thing in the world, but unless he has the height others be cannot develop it to its highest possibilities.

Methods of manufacture should receive our attention. Government statistics show that only about 35% of the total volume of timber that stands in the forest reaches the ultimate consumer. The remaining 65% is lost in stump, sawdust, slabs, broken timber and logs left in the woods. Some of this waste, of course, is necessary, but certainly not all of it. With timber growing scarcer year by year, stumpage prices advancing rapidly, and the increased cost of taxes, supplies and labor, something should be done to reduce the waste to a minimum. Some of this can be accomplised the laboration of the control of the study of manufacturing methods should be one of the chief functions of a



B. B. BURNS, HUNTINGTON, W. VA., RETHLECTED PRESIDENT

manufacturers' association, and there a free interchange of ideas by operators working under similar conditions would result in less waste, better lumber and reduced costs. This can be accomplished and accomplished only through organized effort.

No other class of men can hold a candle to us when it comes to salesmanship. Here is where we shine. In making this statement I have in mind what I should like to be able to say. As a matter of fact we lumbermen are poor merchants as a class. We are better merchants than we were a few years ago but still do not follow, as an industry, the methods adapted to giving the best results. Scientific salesmanship is a fact today. The principles underlying it have been so worked out by such organizations as the Dalton Adding Machine Company, National Cash Register Company, The Steel Corporation and others until it, with them, might be termed an exact science. Machinery manufacturers, pro-

ducers of electrical equipment, etc., employ sales engineers who are men of technical education and practical experience. These men are big factors in the success of the business they represent.

Owing to the nature of our industry we may not be able to go so far, but there is no reason why salesmanship in the lumber industry should not be improved. Here again organized effort will bring results. This subject is so important that we have brought here today a man who will talk to us upon the science of salesmanship. This man is at the head of a great sales organization, and I hope that everyone here this morning will not only hear his address but will profit by it.

Another subject which demands our attention is that of Without an accurate costs knowledge of what it costs us to produce lumber we cannot hope to get very far with the marketing of it at a profit. Our Federal Trade Commission, in its efforts to bring relief to the business of this country, has given a great deal of attention to the subject of costs and has published a booklet called the "Fundamentals of a Cost System for Manufacturers." This booklet should be read by every lumberman. An investigation by the commission of the business institutions of the United States developed the startling fact that only ten per cent of our manufacturers and merchants know the cost to manufacture and sell their product. Forty per cent estimate what their costs are, and fifty per cent have no method at all, but price their goods arbitrarily.

We have been fortunate enough to secure the services of Robert E. Belt, chief accountant of the Federal Trade Commission, who will go into this matter a little later in the day at considerable length.

The subject of hardwood grades is food for daily thought and for annual presidential addresses, and it should be, as it is the very heart and soul of the bardwood business. We do not consider our rules infallible, but do claim they are the best set of rules for the inspection of hardwood lumber, both for the manufacturer and consumer, and in the conservation of our timber resources, that has ever been written, and that the fundamental principle upon which these rules are based-that is, that both sides of the board shall be taken into consideration in determining the grade-is the only correct principle for the grading of hardwoods. 17. e stand ready at all times to make changes in these rules when there is an economic necessity for them, and with this thought in mind we court the advice and suggestions of the consuming manufacturers. We deplore the fact that many consumers have neglected to interest themselves in matters pertaining to inspection, and welcome the day when they will be as familiar with the inspection rules as are the manufacturers. The chief criticisms

of the rules of this association have come from people either not familiar with them or who had some ulterior motive. Criticisms, without suggestions, are worthless.

We have felt for some time that there was too wide a range between the grades of 1s & 2s and No. 1 common, and a place for a select grade in oak—and at this meeting the chairman of your grading commission will submit to you a rule that has been given very careful thought, and one that we hope will meet with your approval—a rule that we feel will be very acceptable to the consuming manufacturer.

Just what is in store for the lumbermen of this country at the close of the European war I would not attempt to prophesy, but one thing is quite sure if lumber is used in the reconstruction period, as it doubtless will be, it must come from countries other than England, France, Germany and Belgium, and if the lumbermen of this country stand together for

the purpose of developing the foreign market, there is no reasen why they should not receive their share of the business. The Department of Foreign and Domestic Commerce of the United State Government, supported by the lumbermen, is now making plans to send representatives to Europe to study conditions there for our benefit. I recommend that you give President Downman of the National Lumber Manufacturers' Association, who is working directly with the government, your hearty financial and moral support in this work, When President Downman asks your support he most certainly deserves it. It is useless for me to enumerate the great things he has accomplished for the lumber industry in the four years he has been president of the association. He has given freely of his time and money, and has made many personal sacrifices for the promotion of your industry, and I want to ask again that you stand behind him in the big work he is doing.

Association work should be educational in a high degree and a careful study of anything that enters into the production and marketing of lumber is a proper function of any association. Correct information as to stocks on hand, production, volume of business and prices received, should be carefully gathered and distributed. You are all acquainted with what the Hardwood Manufacturers' Association has done along these lines, but will probably be interested in knowing that it has in process of development an educational campaign which will be much more broad and far reaching than anything it has attempted in the past, one phase of which will have to do with the dissemination of price information.

This plan is what is known as "The Open Price Plan" as advocated by Arthur Jerome Eddy



SECRETARY W. H. WELLER, CINCINNATI, WHO IS RESPONSIBLE FOR THE VERY INTERESTING PROGRAM AND LIVE INTEREST

in his book-"The New Competition."

On this occasion it is but natural that we should pause and look both backward and forward. Our backward look will not profit us unless we realize the mistakes we have made and place them as "danger signals" for our guidance in the future. Our forward look will profit us greatly if we fully resolve to profit by past mistakes and to actualy do the things which we feel and know will benefit this organization and all of its members. We are entering into a year that holds, for general business, more in store than any previous year. Briefly summarized, as I see it, the outlook for 1917 is, owing to circumstantial necessity, of unprecedented brightness. There is no potent reason, so far as I am able to see, why the lumber industry should not share in this general prosperity. Our greatest needs are more loyal support to organized effort, closer cooperation, development of accurate cost accounting, uniform standard of inspection, thereby producing legitimate competition and better values,

We need, in manual train a contractor, permission from the national government as associations to endeavor to keep production consistent with consumption; this subject, however, to the supervision of the Federal Trade Commission. We need to invest more liberally and intelligently in the advertising and exploitation of wood, all of which will, I think, be of material benefit to the industry in 1917.

In closing, I desire to thank the officers and members of the association for their hearty and loyal support, and to express my appreciation of their efforts in behalf of this organization.

Following the address of President Burns, which, judging from the warmth of the applause accorded him, made a deep impression upon the delegates, the reports of the secretary and treasurer were received and adopted. These were not read before the convention,

being printed in pamphlet form previously and distributed among the delegates. Secretary W. H. Weller briefly outlined the advancement and perfection in methods of inspection that has been attained through the efforts of the association. The report points out the uniformity and sincerity of the inspection service, attention being called to the fact that in each and every case where consumers were asked regarding the merits of the inspection, the answer was that the inspectors always inspected the lumber as they found it and in the strictest accordance with the grading rules of the association. The report details the efforts of the association to standardize the grading rules and recites that in 1915, upon recommendation of President Himmelberger and President Babcock, of the National Hardwood Lumber Association, a joint committee reached an agreement which was ratified by the Hardwood Manufacturers' Association but rejected by the National Hardwood Lumber Association. Last summer, however, another opportunity presented itself to standardize the inspection between the two associations, the Hardwood Manufacturers' amending their rules conforming with the National association, without, however, surrendering the fundamental principle of the Hardwood Manufacturers'

Association in taking into consideration both sides of a board in establishing a grade. The detailed report, together with the treasurer's report, follow:

The Secretary's Report

Trade associations are, or should be, organized for the purpose of accomplishing certain definite things. The Hardwood Manufacturers' Association is not different from others in this respect. The purpose for which it was formed is set forth clearly in the following paragraph quoted from its constitution:

The objects and purposes of this association shall be to secure a full understanding of conditions surrounding the hardwood lumber industry; to establish uniform grades for the inspection of hardwood lumber; to establish uniform customs and usages among manufacturers of hardwood lumber; to adopt such measures as will provide for improved methods of manufacturing and marketing their product; and to disseminate such information as will tend to promote the general welfare of manufacturers of hardwood lumber.

Many of the activities necessary for the accomplishment of these objects are expressed in routine work, which varies little from year to year, and a detailed report of what has been done in the secretary's office in the last year in this respect would be more or less a repetition of the reports of past years, with which you are all familiar; and special emphasis will be laid only on one or two phases of what might be termed our every day association life.

It will only be necessary to say that the work in connection with the report of actual sales of hardwood lumber, monthly stock reports, commercial reports, mill instruction work, inspectors' schools and the inspection department has been kept up with the usual vigor and to the entire satisfaction of participating members.

I should like to illustrate here the benefits of mill instruction work. A short time ago letters were sent to members who had, during the year,

availed themselves of the services of the chief inspector, asking the results of this instruction and whether or not they had been benefited by it. Invariably the answer was that the result was greater uniformity in grades shipped by their various inspectors and closer adherence to the rules, with fewer claims from customers for differences in grades.

Letters were sent at the same time to numerous consuming customers for whom we have made inspections, asking whether the services given them by our inspection department impressed them as being based upon justice and equity and a desire at all times to inspect the lumber on its merits, regardless of who shipped it or who received it, and upon the strict interpretation of the rules, and whether they found our inspectors always ready and willing to explain any application of the rules that was not clear to them. In every case the answer was to the effect that our inspectors' work had been such as would inspire confidence and respect, and in no instance were they accused of not inspecting the lumber as they found it and in strict accordance with their understandin gof our grading rules. It matters little what the rules may be for grading lumber if they are not correctly interpreted by those representatives of the association who apply them.

Grading Rules Controversy Perhaps no one thing is of as vital importance to hardwood lumbermen as that of uniform grades, and this subject has been up for discussion a number of times the last several years, but gave more hope about two years ago than ever before of being brought to a successful culmination. President Him-

melberger, in his address at our annual meeting on Jan. 28, 1915, said that he felt there was great need of uniform inspection rules for hardwood lumber. President Babcock, of the National Hardwood Lumber Association, who was present at the meeting, said that he felt the same way. As a result of these remarks by the presidents of the two hardwood associations, a committee meeting was held in Chicago, Feb. 18, 1915, at which an agreement was made as to a set of rules which was satisfactory to the committees that represented the two associations.

As related by President Himmelberger in his address of Jan. 18, 1916, the agreement reached by the committees, and which was to be submitted to their respective associations, was accepted by the board of governors of the Hardwood Manufacturers' Association but rejected by the rules committee of the National Hardwood Lumber Association, thus closing the negotiations through which it was hoped the rules controversy would be forever ended.

What looked like another, and a real opportunity to bring about uniform



F. R. GADD, CHICAGO, WHO HAS BEEN APPOINTED TO NEW POSITION AS ASSISTANT TO THE PRESIDENT AND WHO WILL HAVE CHARGE OF ALL ASSOCIATION AFFAIRS

inspection, appeared early last sunter in the way of magnitudious between the National Hardwood Lumber A or after and the Pederation of Furniture & Fixture Manufacturers. All of you know the details of this transaction and are acquainted with the rules that were finally agreed upon by their respective committees, and start were to be presented at the National Hardwood Lumber Association's Chicago meeting, June 15 and 16, 1916. Your board of governors reli that this probably offered an opportunity, and perhaps the last opportunity, for the two hardwood associations to agree upon one set of rules, and at a meeting held in Chicago, June 1, adonted the following resolution:

Resolved. That the proposed changes of and additions to the present rules of the National Hardwood Lumber Association are satisfactory to the Hardwood Manufacturers' Association and if adopted by the National Hardwood Lumber Association this association will change its rules to conform to the National rules as amended, with a view of having a uniform set of inspection rules, suggesting, however, that in the grading of cypress the rules of the Southern Cypress Manufacturers' Association be adopted in view of the fact that the membership of that association produces the preponderance of that wood.

In passing this resolution it was not the thought of the board that the Hardwood Manufacturers' Association was surrendering the fundamental principle upon which its rules are based, viz.: that both sides of a board shall be taken into consideration in making the grade.

An analysis of the proposed changes in the National rules in dicated that in the final result they were not far different from the rules of this association. It is not necessary to tell you that the proposed changes were not adopted by the National association, and this matter is brought out rather fully for the purpose of correcting any false impressions as to where the blame lies, there now being in existence two sets of grading rules for hard wood lumber.

It should be understood that the Hardwood Manufacturers' Association went as far as it could and did everything in its power to establish uniform rules for the inspection of hardwoods, which is one of the chief objects for which the association was organized.

TRADE EXTENSION WORK

Last year we told you that your association had taken a very active interest in the trade extension work of the National Lumber Manufacturers' Association and that many of its members had subscribed very substantial sums of money to its support. This support has been continued and during the year some of our members have contributed several thousand feet of hardwoods to the permanent exhibit that has been installed by the National Lumber Manu facturers' Association in the Insurance Exchange Building, in Chicago, and to the traveling exhibits prepared for the purpose of showing at fairs and other gatherings of people who are interested in building materials.

This kind of advertising brings results, as it places the actual lumber before the prospective user in the various finishes and gives a practical illustration of just how wood may be used.

This is mentioned because the National Lumber Manufacturers' Association will continue this work and push it vigorously, and there will be other calls for lumber, and I desire to express the hope that if any are called upon for contributions they will respond promptly and cheerfully.

The proposed reclassification of forest products by the railroads for the purpose of laying a heavier freight burden upon lumber was one of the subjects considered by your board in the last year. It was decided by the board of governors that the reclassification of forest products was not in the interest of the lumber industry, and that this association should stand firmly behind President Downman, of the National Lumber Manufacturers' Association, in his fight against the railroads. Your association not only

gave its moral support, but contributed liberally in a financial way to the employment of local faiant

On July 11 your secretary met in Chicago with Dr. Pratt, chief of the Bureau of Foreign and Domestic Commerce; Commissioners Parry and Davies, of the Federal Trade Commission; Chief Forester Graves and about twenty five members of the lumber industry. The purpose of this conference was to consider plans to send five or six representatives to Europe to investigate the lumber market. It was estimated the cost of this investigation would be \$72,000, \$12,000 of which is to be paid by the Government.

This meeting was reported to the board, which decided that the association should help finance this project and if necessary make an appropriation of funds to help defray the expense. Every lumberman called upon for a subscription should bear in mind that whether or not be exports lumber any contribution he may make will bear directly upon the development of his own business, as lumber taken out of the country decreases the amount to be placed upon the domestic market.

This is mentioned so that you may know what your association has done

in this matter, and to bring out the point that the Government is ready and willing to help the lumberman in the development of the foreign market and that the initiative in this instance was taken by Government officials.

Victssity of Tradi Associations

If there are any lumbermen who have doubts as to the necessity of trade associations and their legitimate standing, they should read and ponder over this statement made by Chairman Hurley, of the Federal Trade Commission, at Boston, on March 28, 1916:

Special commendation should be given to associations that are endeavoring to build up industry in these constructive ways. Successful production and successful merchandising require many steps in the process of changing the form of the raw materials, and putting the product on the market at a figure adequate to cover the cost of production and the cost of selling and net sime profit to the producer, without charging the consumer an excessive price; and neither the individual manufacturer nor the Government alone can work out the many serious economic and business problems involved so successfully as can a group of associated producers laboring together in cooperation. These associations, when conducted intelligently and rationally, with the thought of bringing about improved business conditions, will make it possible for our industries to compete in price and quality in the markets of the world.

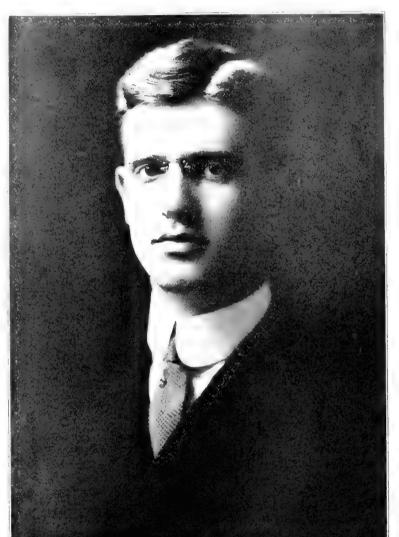
Trade associations should not only be encouraged to increase their membership, but should be furnished by the Government with complete statistics in their particular line and should be assisted in every way to develop and stabilize the industry.

And this one made by President Wilson in a letter addressed to Chairman Hurley made public on May 17, 1916:

TREASURER AND CHAIRMAN OF Your suggestion that trade associations, credit associations and similar organizations should be encouraged in every feasible way by the Government seems to be a very wise one. To furnish them with data and comprehensive information in order that they may more easily accomplish the result that they are organized for is a proper and useful Government function. These associations, when organized for the purpose of improving conditions in their particular industry, such as unifying cost accounting and bookkeeping methods, standardizing products and processes of manufacture, should meet with the approval of every man interested in the business progress of the country.

If, after this assurance, there still remain those who are afraid and unwilling to coöperate, and who have been using their fear of the Government as an excuse for not participating in association work, it can only be assumed that they prefer to belong to the "umbrella" class and profit by the efforts of others.

In every phase of our activity there has been an increased interest and



M. W. STARK, ST. ALBANS, W. VA., TREASURER AND CHAIRMAN OF OPEN PRICE COMMITTEE



E. O. ROBINSON, CINCINNATI, O., MEMBER OF OPEN PRICE COMMITTEE



J. W. MAYHEW OF COLUMBES, O. MEMBER OPEN PRICE COMMITTEE



W B TOWNSEND, TOWNSEND, TENN., DIRECTOR

greater coöperation than ever before. Your officers have been active in promoting the interest of your industry through this association and through coöperation with other associations and have devoted a great deal of time this year to the broader phases of association work. One thing is certain, and that is that lumbermen are giving more attention to constructive association work. They are coming into the associations for the benefits they derive and not through sentiment.

The year just past has been one of great progress in association work, but we shall need in the coming year the united effort of our entire membership to accomplish the work we have before us and to bring to your association the measure of success that it deserves.

Treasurer's Report

Bank balance January 1, 1916. \$ 3,984.02 Cash receipts 22,989.67
Total cash\$26,973.69
Disbursements as per vouchers on file in secretary's office
Balance in bank December 31, 1916, \$ 1.810.97

President Burns then introduced Judge L. C. Boyle of Kansas City. Judge Boyle, who represented the lumber manufacturers of the United States at recent hearings before the Federal Trade Commission, in his address, "The New Way and the Old Way," engaged the attention of the delegates with what was repeatedly characterized as one of the most forceful, instructive and interesting addresses heard by the hardwood manufacturers' convention in recent years. "The lumber business needs business men as well as mechanics," was one of the forceful points brought out by the judge. He said that the lumber business has had an over-supply in the past of men who knew how to produce lumber but were not so familiar as need be with business principles. For that reason the lumber business has been over-exploited. The task today is to avoid price fixing and to get down to constructive work. He warned lumbermen against any plan for the future that takes into consideration nothing but prices.

The real problem to be confronted lies in the fact that the per capita consumption of wood is decreasing from year to year. That is why business men are needed, so that waste caused by disorganization may be ended.

Practical Cost Accounting Methods

Hearty applause was accorded Judge Boyle when he left the stand. President Burns then introduced Robert E. Belt of Washington, D. C., chief accountant, Federal Trade Commission, who spoke on "True Costs and the Coöperative Work of the Federal Trade Commission," taking as his text the statement of Edw. N. Hurley, chairman of the Federal Trade Commission that "Whole industries, in many instances, are suffering from a general lack of intelligent knowledge of cost." Mr. Belt's address was devoted chiefly to a discussion of accounting and costs and in proposed improvements in methods of keeping in touch with business, not only of an individual firm but likewise of as-

sociations composed of many individuals, companies, and corporations engaged in the same line of business.

The records which are kept are not always broad enough. Many lumber manufacturers spend considerable time and money on systems which provide for a comparison of their own figures only, when with uniformity and at far less expense they could multiply the benefits which they reap from a knowledge of costs, if their statements were in a form which could be compared with statements of other operators. Uniform accounting does not mean the adoption of identical forms and books, but it means that the smallest and largest shall follow the same general cost classification; that overhead expenses be distributed on the same basis; and that profit and loss statements be in practically the same form. This would develop a lumber accounting terminology which would be familiar to managers, stockholders, bankers, and others concerned, and in that way the exact significance of every feature of an operating statement would be clear to all. The small operator who does not need so elaborate a cost system could use only such features of it as might fit his purposes. He might take the logging account, or the pond, mill, or yard account, if these were the parts in which he happened to be most particularly concerned.

The lumber operator may have accounting problems which, at first thought, seem difficult to handle on a uniform and comparable basis. The stumpage problem is one of these. Different operators look at it in a different light. The matter of depreciation bothers them. However, it is not a new or an unsolved problem. The mining men have been up against the same thing for a long time; for the exhausted vein of a mine is like the cut-over tract of forest land, and ways have been found for carrying that account on the books.

The Federal Trade Commission's plan of coöperating with trade organizations is to encourage improvements in accounting methods and business practices; of aiding cost committees of organizations in formulating practical and uniform methods of ascertaining costs; and of indorsing systems which will raise the operations from uncertainty to solid foundations.

He stated that trade associations as a rule have little or no information about the business activities of their members in the aggregate. Tariff, industrial and other commissions are severely handicapped in their work of handling problems of industrial welfare of grave importance by not having authentic information about business, supply, demand, capital invested, prices, costs, productive efficiency, etc.

Appointment of Committees

W. H. Parker, Ph.D., professor of sociology at the University of Cincinnati, followed Mr. Belt with an address on "Coöperation," declaring that the lumber manufacturers must keep up with the times



J. H. HIMMELBERGER, CAPE GERARDEAU MO., DIRECTOR





R. M. CARRIER, SARDIS, MISS., DIRECTOR

by eliminating needless competition. At the conclusion of his talk, the following committees were appointed by the president:

RISOLUTIONS

W. G. Ward, W. G. Ward Lumber Company, Ironton, O.

W. B. Townsend, Little River Lumber Company, Townsend, Tenn.

 $M.\ W.\ Stark,\ American Column and Lumber Company, St. Albans, W. Va.$

R. L. Hutchinson, Hutchinson frum er Company, Huntington, W. Va.

OFFICERS' REPORTS

C. L. Harrison, Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo.

W. H. Nigh, Nigh Lumber Company, Ironton, O.

M. B. Cooper, Three States Lumber Company, Memphis, Tenn.
Nominations

W. E. DeLaney, Kentucky Lumber Company, Lexington, Ky.

Leon Isaacsea, Yellow Poplar Lumber Company, Coal Grove, O.

J. II. Himmelberger, Himmelberger Harrison Lumber Company, Cape Girardeau, Mo.

AFTERNOON SESSION

After these appointments, recess was taken for luncheon, the convention reconvening soon thereafter to listen to two excellent addresses by F. X. Wendling of Norwood, O., and R. S. Kellogg of Chicago.

Mr. Wendling, who is vice-president and general sales manager of the Dalton Adding Machine Company, talked impressively on "Salesmanship." He decried the "salesmanship made while you wait" attitude assumed by those who flood the mails with literature on salesmanship and declared that this vital part of any business cannot be taught successfully by mail or in schools inasmuch as the human touch is indispensable in every transaction for the reason that in each instance a sale differs from every other owing to the size and kind and to the personality of the buyer and seller. He declared that it stands to reason that special training in actual practice in the industry is quite essential—hence the man who has the patience and determination to learn and the grit to stick to it has his full chance for success.

In the lumber business, the salesman's field may be divided into three classes, said Mr. Wendling. First, the beginner (preferably the retail field); second, the center or middle section (the wholesaler and the jobber); and third, the field of the manufacturer. He pointed out that by starting at the bottom in a retail yard, the beginner would learn the proper care of stocks, familiarize himself with materials on hand, gain a knowledge of sizes of materials at sight, become a judge of grades at sight and know the proper usage of all materials and grades, thus being in a position to advise a prospective purchaser in an intelligent and useful manner.

Mr. Wendling said in the wholesale field the salesman comes in contact with the more skillful buyer who knows what he wants when he

wants it and in meeting this situation a previously gained knowledge of sizes, grades, etc., is indispensable. Mr. Wendling emphasized the point that the salesman, in order to hold his trade and gain the complete confidence of his buyer, must take no liberties in substituting grades and sizes for those short in stock without first consulting the buyer. The importance of keeping in touch with his trade and establishing friendships is another essential in seeking the goal of good salesmanship.

In the manufacturing field, the necessity of the sales force being geared up to the highest pitch in order to keep stock moving constantly, with an equal speed shown in the collection department, was pointed out by Mr. Wendling.

Address by R. S. Kellogg

An address by R. S. Kellogg, secretary of the National Lumber Manufacturers' Association of Chicago, on "Coöperation in the Lumber Industry," was then listened to. Mr. Kellogg spoke on association work, particularly concerning the lines this work may be expected to follow in the future to meet the changed requirements of new conditions. Thus far, association work in the lumber business has centered chiefly round the establishment of grading systems, inspection bureaus, statistics of production, market conditions, and in some instances the promotion of the sale of certain woods. That work has served well in the past, but in the future coöperative activity will take the place of individual effort in many additional lines. Teamwork will accomplish more than it ever accomplished before. Some of the lines which the new work will follow may be particularly pointed out.

The cost of production will be given more attention among lumbermen, and they will reach a better understanding of the cost of their products. One or two organizations, notably the Southern Pine, have already made considerable progress along that line.

Selling agencies will enter the work as a part of association activity. Coöperative marketing has accomplished wonders in other lines, particularly in agriculture, and the lumber field offers opportunities no less inviting.

The sentiment in favor of guaranteed goods is gaining headway in the lumber industry and it may be expected to become an accomplished fact in the near future. There is no insurmountable obstacle in the way of standardizing lumber grades and branding the grades for identification and for convenience in buying and selling. Guaranted goods and standard prices are popular in a number of commodities.

Research pays in many lines, and large sums are spent on laboratory work. Scientists and experts discover new articles and improvements on the old, whether it is better iron, better lamps, or anything else that is better. Research has gone farther in most fields than in wood







W. H. DAWKINS, ASHLAND KY DIRECTOR



W E. DELANEY, LEXINGTON, KY., DIRECTOR

utilization. The lumber industry needs scientific help in determining the properties and best uses of its present products.

More should be made of personal contact with consumers, and contact should mean service. Inspection of buildings, to make sure that proper timbers and finish are used, will go far toward placing wood in a position to compete with other building materials.

Along the same line should come the education of future users of wood so that they may be in a position to employ this material in the proper way and thus obtain the best service from it.

The manufacturer can and should cooperate with the retailer in selling lumber. This can be done by means of booklets promoting particular woods. Efforts should be made to study the needs of the final consumer and see that he gets the material that best suits his purposes.

Building codes and building promotion ought to be a part of an association's work, thereby assisting all forces to work to a general purpose and a common end.

Mr. Kellogg's address concluded the business of the first day and adjournment was taken until 11 a. m. Wednesday morning.

At eight o'clock Tuesday evening, the delegates were entertained with a smoker and cabaret performance in the banquet hall of the Hotel Sinton, the affair being enjoyed by practically all in attendance at the convention.

SECOND DAY'S SESSION

The second day's business session opened with the report of committee on officers' reports, read by Chairman C. L. Harrison. The report follows:

Your committee on officers' reports wishes to state that it has found nothing spurious in the several reports committed to its care but on the contrary finds that they are complete and comprehensive in every particular. We recommend that these reports be accepted and compiled into the official proceedings of the meeting.

An address by Dr. Stanley L. Krebs, lecturer and author of numerous books on business affairs, followed the report of the committee on officers' reports. Dr. Krebs' talk on "Plan Plus Push" was forcibly illustrated by word pictures. Lumber business in the past, Dr. Krebs declared, has lacked proper coördination among those engaged in it, too much attention having been devoted to mere production for the market demand and too little attention paid to efficient organization.

Discussion of Business Conditions

A discussion of business conditions led by F. R. Gadd of Chicago, vice-president of the Wisconsin Lumber Company, elicited much information of value. "Prepare for a good market after the war" was the general tone of the advice and opinion given by the several hunbermen entering into the discussion. America's timber reserves will be called upon to aid in the reconstruction of those sections of Europe ravaged by the armies. Some conceded that wood is gradually being

displaced by other materials in certain lines of building, but optimism was expressed over the possibility of finding new foreign markets heretofore untouched, or of devloping new uses for lumber.

R. L. Hutchinson of the Hutchinson Lumber Company, Huntington, W. Va., opened the discussion by declaring the market now is big and "you can get your own price." He advised lumbermen to put on cars as cheap as possible—say around \$10 -and a good profit then was assured. He also advocated a check on production, declaring the market was facing a glut because of the crippling of the export trade. He deplored the throat-cutting policy of some and advised an arrangement of values and a combination to arrange costs with adequate laws to properly regulate sale.

C. L. Harrison of the Himmelberger Harrison Lumber Company, Cape Girardeau, Mo., said the southern lumbermen were banking on a big export trade at the close of the war and were attempting to standardize the business.

Frank Ackley of the Heywood Bros. & Wakefield Company, Chicago, said the furniture manufacturers were getting more orders than formerly by far but less furniture was manufactured because of the extreme scarcity of labor. The labor situation, according to Mr. Ackley, was one of the most scrious in the business. Because of this enforced cutting down in production, he does not anticipate the furniture manufacturers will use any more lumber this year than last.

"Good times ahead" was the prediction of E. L. Davidson of the Parkersburg Mill Company, Parkersburg, W. Va.

M. W. Stark of St. Albans, W. Va., advised the lumbermen not to be too ready to sell and thereby maintain the present rising market. His concern, the American Column and Lumber Company, was feeling the severe effects of the car shortage, being able to move only about twenty-five per cent of normal.

M. B. Cooper of the Three States Lumber Company, Memphis, Tenn., spoke on the difficulties encountered by the logging concerns—those moving by steam—and said that during the period between last December and July log moving was about suspended in his territory. Now there is little if any surplus of dry lumber on stick. No reduction in that territory can be expected until next August. Mr. Cooper advised against long-time contracts and urged association work.

J. M. Pritchard of the Gum Lumber Manufacturers' Association, Memphis, said the main object of the lumbermen now should be to create a demand and declared that the work of the association in keeping its members informed as to actual sales and stock on hand had been very successful.

Report of Executive Grading Commission

After the discussion on business affairs, the report of W. E. De-Laney, chairman of the executive grading commission on changes in oak rules was received and approved. The report follows:



LEON ISAACSEN, COAL GROVE, O., DIRECTOR



RALPH MAY, MEMPHIS, TENN, DIRECTOR



E. M. VESTAL KNOXVILLE, TENN DIRECTOR

OAK SHILLS

Length: 6' and over admitting 15 per cent of odd lengths not over 30. per cent under 12' and not to exceed 5 per cent in 6' and 7'.

Widths: 5" and over, Thicknesses : Standard

Bright sap is not a defect.

Inspection to be made from the good side of the piece. Reverse side in pieces 8' and over long must work at least 80 per cent sound.

Pieces 6' and 7' long must be clear one face and sound on the reverse

Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face.

All pieces other than those described above below the grade of seconds

must work 80 per cent clear face, as follows: Number of Pieces

Lengths 12' and shorter 13' and longer

The smallest cutting allowed must contain 144 square inches. It must not be shorter than 18", nor narrower than 5"

On quarter-sawed same as plain except the widths shall be 6" and up.

WORMY OAK FAS

Fas to grade the same as the present rule of Fas except that spot worms, scattered pin worms and bird peck shall not be considered a defect.

No. 1 COMMON

No. 1 common to grade the same as the present rule covering the regular grade of No. 1 common as to the size and number of cuttings. The cuttings may contain pin and spot worm holes, shot worm holes and bird peck.

CORE STOCK

Lengths 4' and over long; 3" and over wide, not to exceed 15 per cent of odd lengths; not over 10 per cent under 6'.

This stock to work full length and width except that wane not over 1/2" deep and not over 3' long, and splits or heart shake not exceeding in length the width of the board shall not be considered defects. This grade will admit all defects that will not interfere with its use for core purposes. these defects largely being worm holes, ingrown bark, bird peck and sound

The grading commission recommends the adoption of the rules for figured gum recommended by the Gum association.

Draft of Proposed Plan for Establishing Open Competition Among Hardwood Manufacturers

Chairman Stark of the committee on open price plan, then presented his report, which was adopted out of the regular order of business, being held over to await a meeting of the board of governors later in the day. Mr. Stark said that enough lumbermen had already signified their willingness to adopt the plan to make it sure of success. This was characterized as the most important business to come up before the convention and before decisive action was taken, a full expression of the delegates was desired. The plan was printed in pamphlet form and distributed among the delegates and a thorough perusal of same was urged by President Burns. The plan follows:

PREPARED BY COMMITTEE APPOINTED BY THE BOARD OF GOVERNORS OF THE HARDWOOD MANUFACTURER'S ASSOCIATION ON DECEMBER 15, 1916.

(Approved by the Board of Governors January 29, 1917.) The purpose of this plan is to disseminate among members accurate

knowledge of production and market conditions so that each member may gauge the market intelligently instead of guessing at it; to make competition open and above board instead of secret and concealed; to substitute. in estimating market conditions, frank and full statements of our competitors for the frequently misleading and colored statements of the buyer,

This plan does not contemplate anything illegal or anything which might be developed into illegal acts. There is absolutely no agreement as to prices, either real or implied. There is no obligation, either real or implied, on the part of any member to charge any other price than what he himself thinks best. There is no obligation, either real or implied, on the part of any member to reduce, increase or change the character of his production in any other manner than he himself may think best. The plan will, however furnish information to enable each member to intelligently make prices and intelligently govern his own production.

The advantage of this plan as a matter of public policy must be selfevident. The advantage of a stable market to both the buyer and the seller is well known. A large part of the time wasted in arguing over prices and the various maneuvering on the part of both buyer and seller. one trying to reduce the price and the other trying to raise the price, wastes time and energy and results in a great variety of prices for the same kind and quality of lumber.

By making prices known to each other they will gradually tend toward a standard in harmony with market conditions, a situation advantageous to both buyer and seller. The committee does not expect this plan to result in one price for any one grade and the difference between even the same grades of various manufacturers is well recognized. It is contended, however, that in a very short time the extreme range of prices on any one grade will be materially reduced and eventually the prices obtained will be in direct relation to the character of the grade offered and the prevailing market conditions. This is all any of us can hope for.

THE PLAN

The plan covers all hardwoods, but it was deemed advisable by the committee to start with one wood only, until the members became familiar with the workings and then to add other woods as rapidly as the secretary's office can arrange to handle the details of same. Owing to the fact that the wood most largely produced by all members is oak, it was decided to start with oak. The oak is to be classified into plain and quartered, also according to thickness and also whether red or white; these subdivisions in turn to be classified under the grades hereafter shown. Those members who do not divide their red and white oak at all or only in certain grades will report them as mixed and they will be classified in the secretary's reports as white oak.

The grades for division are as follows:

No. 1 Common No. 2 Common Sound Wormy No. 3 Common No. 4 Common

No. 1 Common and Select No. 2 Common No. 4 Common Solic titles will be classified as follows:

Switch ties, members will designate as to whether matched or unmatched.

unmatched.
Cross ties, with sizes designated.
Crossing plank.
White oak car stock.
Mixed oak car stock.
Sound square edged construction timbers, 16 feet and shorter.
These to be divided in 6x6 to 12x12 for one class and below 6x6 for another class.
Sound square edged plank.
All special grades are to be reported as such.
Any grades not coming under the above classifications are to be reported for just what they are.

OUTLINE OF REPORTS TO BE MADE

- 1. Production reports.
- 2. Sales Reports, this means orders taken.
- 3. Shipping reports.
- 4. Stock reports.
- 5. Price lists.
- 6. Inspection reports.

PRODUCTION REPORTS BY MEMBERS

Production reports are to be made to the secretary monthly by each member with the grades and thicknesses classified as above set out. The monthly report is to be made out whether there is any production or not so that the secretary's record will be complete and he may know at all times whether or not he has full data from each member. Forms will be furnished by the secretary as soon as they can be prepared, but in the meantime members are requested to send the information without the forms. Report must be mailed by members not later than the eighth of each month.

PRODUCTION REPORTS BY SECRETARY TO MEMBERS

The secretary will send once a month to each member of the association, a summary of the production for the previous month of all the members sub-divided as to grade, kind, thickness, etc., this report to be mailed to the members not later than the fifteenth of each month and to cover the preceding calendar month. Production of each member is not to be shown separately.

SALES REPORT

The sales report shall be made daily and show all sales and cancellations made that day. The report is to be made daily whether any sales or cancellations are made or not in order to make the secretary's record complete. These reports are to be exact copies of orders taken and to include all sales, large or small, and to include all special agreements of every kind in reference to price, grade or terms, whether the agreement is written or verbal.

The members making sales to themselves or allied companies for flooring plant or other manufacturing purposes should report this to the secretary, but it will not be included in the report to members, the purpose being to enable the secretary to keep balances correctly.

Stock made from offal, such as slabs and edgings, is not to be reported. For the purpose of the sales report a carload shall be considered as containing 15,000 feet of rough lumber, 12,000 feet of bill stock or 20,000 feet of surfaced lumber.

In reporting to the members the secretary will divide the customers into two classes known as class A and class B. Class A shall include all wholesalers, retail yards and all others who resell excepting exporters, and may include those put in class A by unanimous consent of the members.

Class B shall include all consumers who do not resell the stock as lumber. It shall also include exporters.

Class A reports to the members shall show the quantity, grade, kind and thickness, giving the name of the member selling, the name of the customer, the price, the place shipped and f. o. b. what point price is made. If price is not f. o. b. destination the secretary's office will adjust the price in reporting so that the report will show the price f. o. b. destination.

The reports of class B shall be the same as class A with the following exceptions: The name of the shipper, the name of the customer and the place shipped is not to be shown on the secretary's reports or to be known to the members without the consent of the shipper. In place of the actual destination the prices will be figured back to a Cincinnati basis and the reports will show into what territory the lumber is shipped. The secretary shall, however, give to each reporting member the price at which other members are selling any consumer, without giving the name of seller unless by consent of the seller. A member may write the secretary of his desire to disclose the name of a customer he is selling, to others selling this customer without giving any names and after getting replies, the secretary shall make disclosure of the name of the customer among those willing to have their names given to others selling this customer.

'Class A and B reports are both to be made weekly and mailed by secretary not later than Saturday of each week and to include figures up to Tuesday night of the same week.

Sales to members for direct shipment are to be reported to the secretary but are not to be reported by the secretary to the members. The reason for dividing the customers into two classes are first that the grade basis upon which lumber is sold to wholesalers and yards is more nearly standard and therefore the prices offer a better basis of comparison. Furthermore the wholesalers and retail yards buy in the open market, are known to practically all the members and it was thought where there might be objection to giving the names of all customers at first, there would be no objection to giving the names of those included under class A. The provision that any buyer can be placed under Class A by unanimous consent is expected to result in a gradual enlargement of class A as time goes on and the plan opens up more fully by actual operation.

A number of members will object to immediately giving full information on those under class B for the reason that many consumers use special grades and a good many manufacturers would feel that they were giving away trade secrets by disclosing this information. It is believed by the committee that this objection will gradually disappear.

SHIPPING REPORTS

Shipping reports are to be made daily by members in the same manner and under the same provisions as govern reports of sales, to include exact

copy of the invoice, all special agreements as to terms, grade, etc. Customers having several mills may consolidate their reports as if they represented one plant. The shipping report should show the order number.

The secretary shall make reports of shipment to all members, classifying them under A and B exactly as provided for under the heading of sales, this report to be mailed by Tuesday of each week and to include report up to Thursday night of the previous week.

STOCK REPORTS

Each member shall report monthly to the secretary showing the amount of stock in each grade, kind and thickness on hand the first of the month. This report is to be made in three columns. The first two columns are to show the total stock on hand both sold and unsold divided into green and dry. The third column is to show the total stock of each kind, grade and thickness sold. In figuring carload orders the standard footage stipulated for each car shall be used in arriving at the number of feet sold. The division of lumber into green and dry shall be made according to the standards adopted by the firm reporting as to whether stock is green or dry enough for shipment. These reports are to be made as soon after the first of the month as is possible and should reach the secretary's office not later than the fifth of the month.

The secretary will compile all reports into one report showing the individual stock of each member as reported and also a summary of all stocks green and dry sold and unsold.

PRICE LISTS

Price lists are to be filed by each member with the secretary at the beginning of each month at the same time of filing the stock reports, either as a separate list or by putting the prices on the stock list. Prices are to be made f. o. b. shipping point and this shipping point is to be given in the report or prices may be made on same basis as members usually make their price lists. Changes of prices are to be filed with the association currently as soon as they are made. It is not compulsory for any member to follow the price list or the changes which he reports to the association.

Not later than the tenth of each month the secretary will send out a summary of these price lists showing the prices asked by each member and as soon as any changes are reported by any member this information shall be immediately transmitted by the secretary to all members.

Each member shall furnish the secretary freight rates to following points from basing point in his price list:

Chicago, Cleveland, Detroit, Pittsburgh, Boston, Cincinnati, Indianapolis, Buffalo. New York and Columbus.

INSPECTION REPORTS

An inspection service is to be established for the purpose of checking up grades as hereafter detailed:

- 1. The chief inspector and sufficient assistants to do the work properly shall be employed by the association to take care of mill and market inspection. It is estimated that it will require perhaps one inspector per 50,000,000 feet of mill production to take care of the mill end at the beginning; it will perhaps require a smaller number of inspectors later.
- 2. The purpose of the mill inspection service shall be as follows:
- (a To check up the green graders and make a report showing a direct comparison between the mill grading and the association grades on the same stock.
- (b) To get a check on grades and measurements of each mill on shipments to customers under class A. The inspector shall make a report to the secretary showing the grading of the mill on these shipments and also showing the association inspector's grading on the same shipment. This report to go to all members.
- (c) The association inspectors shall check up grades and measurements on shipments to customers under class B when requested by any member and agreed to by the member shipping.
- 3. The inspectors are to attend to the usual inspection duties as now carried on and to be rotated between different mills and market inspection work. They are also to be checked up by the chief inspector at frequent intervals and the chief inspector shall get them together at least once in 60 days for instructions. Members are to be advised of these meetings in advance and shall have a right to be present themselves or to send their inspectors. Upon special requests of members individual association inspectors shall be made the subject of special checks under such restrictions as the grading committee of the association may deem advisable.
- 4. The inspection work is to be at the expense of the association and any extra expense caused by rehandling the stock is to be paid for by the association.
- 5. Special rulings by the grading committee on any points are to be sent to members promptly.
- 6. Members are not to employ association inspectors without the consent of the grading committee.
- 7. It is not the purpose of the inspection to change any member's grading, or to instruct the member's inspectors to grade in any other manner than that desired by the member. The purpose is to furnish each member a basis upon which he can compare his prices with those of other members, thereby making the price reports more intelligible and accurate. It is of course intended that member's inspectors shall be fully instructed in the association grades when desired by the members.

MISCELLANEOUS PROVISIONS IN REGARD TO REPORTS

The following basis of weights is to be used by the secretary in figuring freights

Dry oak	Eastern Territory 4000	Southern Territory 4400
Green oak	, 5500	6000
Timbers		6000
Ties	. 5000	6000
Crossing plank		6000

The plan is designed for only those who are lumber manufacturers.

Meetings are to be held once a month at Cincinnati or at points to be agreed upon by the members. The plan requires the selection of a man to take charge of the gathering and dissemination of data, with the necessary assistants.

It is recommended to the members that they let their office clerks make the reports direct without holding them for a personal attention of the members. This to save time.

The secretary is instructed to telegraph at the expense of members for any reports which are over due. The secretary will keep a list of all the members, with the time each report is due, based upon the mail service from the members' office. All reports of members are subject to complete audit. Any member who fails to report is not to get the reports from the secretary. In other words, members will get only such reports as they are contributors to at the time. Failure to report for twelve days in six months will cause the member failing to be dropped from membership. It is necessary that reports be made promptly and completely if the plan is to work successfully. It is intended that the regular meetings afford full opportunity for the discussion of all subjects of interest to the members.

Part of the plan is a market report letter to be gotten out monthly. This will give the committee's idea of the market, will point out changes in conditions both in the producing and consuming sections, the comparison of production and sales, and in general an analysis of the market conditions. This market report letter is to go to all members of the association. Other information goes only to contributing members.

Report of Resolutions Committee

The committee on resolutions then reported, offering the following, which were adopted:

BE IT RESOLVED, That the cordial and sincere thanks of the organization be hereby extended to its official staff, including the board of governors and committees, which have served the organization with such splendid and unselfish ability during the past year; that the association recognizes the value of the untiring efforts of these men, directed to the accomplishment of its purposes and the execution of its departmental functions; that the association also expresses to its officers a cordial appreciation of the splendid and diverting hospitality extended at the smoker held last evening.

BE IT FURTHER RESOLVED, That the association is sensible of the interest in its work and purposes shown by the specially invited speakers upon its program at this meeting, and that our very earnest thanks are bereby extended to Judge L. C. Boyle of Kansas City, Mo., Mr. Robert E. Belt, Washington, D. C., Professor W. H. Parker of Cincinnati, O., Mr. F. X. Wendling, Cincinnati, O., and Dr. Stanley L. Krebs of Philadelphia, Pa., for the splendidly enlightening and pleasing addresses delivered by these gentlemen before the meeting.

BE IT FURTHER RESOLVED, That the thanks of the association are hereby extended to the lumber trade papers, which have faithfully supported and given publicity to its work during the past year and at this annual meeting.

BE IT FURTHER RESOLVED, That the gratitude of the association be hereby expressed to the management of the Sinton hotel for the courte-ous treatment accorded the organization as a body, and its attending members, at this annual meeting.

BE IT FURTHER RESOLVED, That the appreciation and thanks of the association be hereby expressed to E. C. Atkins & Co., Inc., of Indianapolis, for the very handsome, official badges presented the association at this annual meeting.

BE IT FURTHER RESOLVED, That the association learns with profound regret of the serious illness of one of its most active, valued and best beloved members, C. C. Crane of Cincinnati; that his absence from the councils of this association and the cordial warmth of his personalty have been sadly missed at this meeting, that the association expresses a sincere hope for Mr. Crane's early recovery and return to his field of usefulness and that a profound expression of sympathy for himself and family be conveyed through a copy of this resolution, to be furnished by the secretary.

Election of Officers

The committee on nominations then recommended the reëlection of President B. B. Burns, of Huntington, W. Va., and the following officers, all of whom were unamimously elected:

PRESIDENT—B. B. Burns, Huntington, W. Va.
FIRST VICE-PRESIDENT—F. R. Gadd, Chicago, Ill.
SECOND VICE-PRESIDENT—E. O. Robinson, Cincinnati, O.
TREASURER—M. W. Stark, St. Albans, W. Va.

BOARD OF GOVERNORS
One Year

W. M. Ritter, W. M. Ritter Lumber Company, Columbus, O.

E. M. Vestal, Vestal Lumber & Manufacturing Company, Knoxville, Tenn.

- W. B. Townsend, Little River Lumber Company, Townsend, Tenn.
- J. H. Himmelberger, Himmelberger-Harrison Lumber Company, Cape Girardeau, Mc.
 - J. F. McIntyre, J. F. McIntyre & Sons, Pine Bluff, Ark.

Two Years

- J. W. Oakford Cherry River Boom & Lumber Company, Philadelphia, Pa.
- R. H. Vansant, Vansant, Kitchen & Co., Ashland, Ky. W. B. Burke, Lamb Fish Lumber Company, Charleston, Miss.
- E. A. Lang. Paepeke Leicht Lumber Company, Chicago, III. R. L. Hutchinson, Hutchinson Lumber Company, Huntington, W. Va.

Three Years

W. H. Dawkins, W. H. Dawkins Lumber Company, Ashland, Ky.

W. E. DeLaney, Kentucky Lumber Company, Lexington, Ky.

Leon Isaacsen, Yellow Poplar Lumber Company, Coal Grove. O.

R. M. Carrier, Carrier Lumber & Manufacturing Company, Sardis, Miss. Ralph May, May Brothers, Memphis, Tenn.

Mr. Clinton Crane was elected honorary life member of the board, 1917 State Vice-Presidents and Directors

ALABAMA: J. M. Cheely, Sulligent, Ala. Arkansas: R. E. Lee Wilson, Wilson, Ark.; W. C. Bonner, Heth. Ark.; C. L. Wheeler, Memphis, Tenn. Illinois: P. E. Gilbert, Chicago; H. L. McGhee, Kewanee, Ill.; R. L. McClellan, Chicago. Kentucky: Geo. H. Gearhart, Clearfield, Ky.; W. T. Schnauster, Lexington, Ky.; Malcolm Miller, Lenox, Ky. Louisiana: W. J. Stebbins, Garyville, La.; C. A. Weis, Alexandria, La.; E. B. Schwing, Plaquemine, La. Mississippi: Fred K. Conn, Yazoo City, Miss.; B. F. Dulweber, Moorhead, Miss.; A. V. Wineman, Greenville, Miss.; Missouri: Max Pease, Poplar Bluff, Mo.; W. P. Anderson, St. Louis, Mo.; T. W. Fry, St. Louis, Mo. North Carolina: Louis Carr, Pisgah Forest, N. C.; G. N. Hutton, Hickory, N. C. Ohio: W. G. Ward, Ironton, O.; W. I. Barr, Greenfield, O.; W. H. Nigh, Ironton, O. Pennsylvania: F. N. Pearce, Philadelphia, South Carolina: Andrew Gennett, Franklin, N. C. Tennessee: J. K. Williams, Fayetteville, Tenn.; M. B. Cooper, Memphis, S. M. Nickey, Memphis, Texas: Albert Deutsch, San Antonio, Tex.; Philip A. Ryan, Luskin, Tex.; Rex H. Browne, Big Creek, Texas. Virginia: N. W. Easterly, Lebanon, Va.; J. D. White, Shawsville, Va. West Virginia:

M. N. Offutt, Huntington, W. Va. The convention then adjourned.

BOARD OF GOVERNORS' MEETING

D. E. Hewitt, Huntington, W. Va.; Peter Carroll, Middlefork, W. Va.;

After the meeting of the board of governors Wednesday afternoon, January 31, President B. B. Burns issued a statement saying that the Hardwood Manufacturers' Association of the United States finds itself at the close of its fifteenth annual convention, in the strongest position in its history. The most important and far-reaching among the many positive constructive steps taken at this meeting was the adoption of the open price plan of competition, which, after thorough consideration, received the unanimous approval of the convention. The association now has a definite plan worked out in full detail, backed by ample funds, to answer all needs for the current year. In addition, the excutive functions of the organization have been provided for on a much more comprehensive basis than ever before attempted. Upon the resignation of Secretary Weller, F. R. Gadd, an active member of the association, and its vice-president for 1916, has been appointed to the newly-created office of assistant to the president and will have complete charge of the association's activities, to which he will devote his entire time. His experience as a lumberman, his experience in association work, his exceptional executive ability and his constructive genius are a guarantee of success in the enlarged work of the organization.

The board of governors has decided to make the open price plan effective March 1. It should be understood that this plan covers all hardwoods and will be put into effect in respect to oak first. This plan is in entire harmony with the plans of the American Oak Manufacturers' Association, with which this association will coöperate.

Earnest and skillful attention to the improvement of hand crosscut saws for use in logging has in a way been a handicap to the introduction of power logging saws because the hand crosscut has been made so easy running and rapid cutting that when kept in proper order power appliances have a poor chance to make profits in competition with it, except in the matter of drag saws at the mills.

Wagon and implement stock looks like a good item for this winter and in the hickory required for this work there are indications that values may advance considerably because the demand for hickory is of unusual volume all the way along.



Hither and Yon



If every consumer of northern hardwood lumber were to spend ten days among the producing centers of Wisconsin and Michigan; if these men who buy the lumber that is to go into furniture, into doors, into automobiles, into boxes, would come North with an observant eye and an open mind they would obtain an entirely different viewpoint of what they have been pleased to regard as the lumberman's attempt to bull the market.

In viewing the other fellow's performance much depends on whether we see it from the front or from the wings. If you ever get the chance to see a girl show "from behind," you want to do it—it's a great glamour dimmer. Gold turns to tinsel. Dainty laces show soil and silk becomes cotton with many a mended rent. The peachblow complexion and cherry lips that tempted you from out front are but a cubist's mess of rouge. The blond—the third one on the left—that made you dream dreams of what might have been if you weren't married, turns to clay with, "My Gawd, Maybelle, let's me 'n you hit a ham-and soon's the show's out. I ain't et since noon," Yes, sir, it may be iconoclastic, this viewing things from the other side of the footlights, but it's mighty good for one. It proves to you as nothing else can that what looks like easy money is,

after all, hard earned; that there is no more enchantment to the other fellow's job than there is to your own.

And it's not such a far cry from a girl show to the lumber business. I just wish that I had a bunch of you lumber buyers, whom I know, up here in this North country for a week or so. I'll gamble you would get a new viewpoint. From "back stage" you would see that the bank roll you have been accusing the lumbermen of making off of you is chiefly stage money. The roll is bigger

than it was, but it's mostly ones and twos, not the "yellow boys" you thought you saw from "out front."

For more than a year now every lumber salesman who called on you buyers has been asking an advance of from fifty cents to a dollar over his previous quotation on nearly every item of northern stock. You, with your customers calling for their goods, have, perforce, paid him his price, calling him betimes a thief and a robber, and with the mental reservation that some day the shoe would be on the other foot and you would dietate.

But come up here with me. Your lumber is costing you on an average twenty per cent more than it did a year ago. On the other hand, the cost of logging has appreciated nearly fifty per cent. Labor here, as with you, has gone up, but in a far greater degree than in the factory centers; its quality has depreciated, so that with the added investment there is a lesser return. The railroads are doling out cars and there is not a mill man getting the equipment necessary to bring to his mill the logs he had planned on putting in. Instead of making a greater profit the lumberman is making less than he did a year ago. In the majority of instances he is little more than trading dollars. The local manager of one saw and veneer mill told me that

he had advised his employers that they would save money were they to shut the plant down entirely.

I have no axe to grind. As far as possible I have been trying to judge conditions in the North from an absolutely unbiased standpoint and I want to say to you that if I were a buyer of hardwood lumber I would cover on my year's requirements just as soon as I could. Prices have not reached their zenith-they are certainly going higher. War, or no war; peace, or no peace, it will be many a long day before northern stock will sell for less than it is today. For the first time in the history of the lumber business manufacturers are learning to figure their costs. Heretofore their profits have been largely fictitious, based on stumpage that was put in next to nothing. Now they are beginning to see exactly where they stand; they know that in ten years at the outside this country will be practically cut out, and with present taxes and interest charges they cannot afford to reforest; they know today what their elm, their basswood, their birch is costing them on cars; and in the future they are going to demand and get a reasonable profit for their goods.

Antigo
The little town of Antigo, which for a number of years has lived

the quiet life of a farming center, has suddenly "perked up" and is beginning to call itself the lumber center of Wisconsin. The old established plants of the Kellogg Lumber and Manufacturing Company and the Wolf River Lumber Company are in full operation. The new mill of the Langlade Lumber Company, which was completed and sawed the first log less than a month ago, is working smoothly and turning out a fine grade of hemlock and hardwood. This mill is well worth a visit, as it embodies the very



THIRTY-FIVE DEGREES BELOW AT PLANT OF THE KNEELAND-McLURG LUMBER COMPANY, PHILLIPS, WIS.

latest in sawmill equipment. Though it is a double mill—rotary and band—with slab resaw, it is operated with a smaller complement of men than is usual, and, withal, is light and roomy.

The logging operations of the Langlade Lumber Company are particularly large, as twenty-eight camps are being run, employing some eight hundred men. Not all of the timber is cut at the Antigo mill, however, a part being disposed of in the log.

The active personnel of this company is made up of George Foster, the managing director, who spends a part of each week at the plant; "Jack" Mylrea, the resident manager; George Hale, woods manager; Leo H. Schoenhafen, sales manager; Win. Tom, who looks after the piling department; and H. E. Smith, who has charge of the cost and accounting departments. It is a well balanced organization and one that may be looked to to "deliver the goods." A little later Hardwood Record hopes to be able to give its readers an illustrated story of this newest of Wisconsin's great sawmills,

As many readers of this paper know, Antigo is to have still another large mill. The C. W. Fish Lumber Company will in the spring erect an up-to-date plant that, with its new mill at Eleho and remodeled one at Birnamwood, will enable it the better to put on the

market its large stumpage holdings in Langlade county. "Bat-the-Ball" Fish—a well-earned sobriquet, by the way—will put in pile this winter between 20,000,000 and 25,000,000 feet of lumber, a large percentage of which will be hardwood, and with three plants to draw from is in a splendid position to care for his fast increasing clientele.

Rhinelander

As many buyers of lumber make occasional visits to Rhinelander it is no more than fair to tell them that in the future they have nothing to dread, for Rhinelander has a new hotel—a hostelry par excellence. The business men, tired of the reputation the town has enjoyed in this regard, have given it a hotel that any city could well be proud of. Not only is the ''Oneida'' modern in every respect, comfortable and homelike, but it has been placed in good hands for operating. The Wisconsin Hotel Company, which also has long-time leases on the "Palmer" of Fond du Lac and the "Delta" of Escanaba, Mich., is running the "Oneida" in a way that leaves nothing to be desired. No city in the state outside of Milwaukee now has anything on Rhinelander when it comes to carring for the stranger within its gates.

The dean of Wisconsin wholesalers, C. P. Crosby, is doing little other than tell his old customers that he will not be able to care for their wants before March 1, as his stock will not be in condition before that date. He reports that conditions in Rhinelander are very active; that an average of 200 cars of logs are being unloaded there daily; that the car shortage, labor shortage, increased cost of logging all point to increasing lumber prices. He expects to handle about the usual amount of lum-

ber this year, paying especial attention, as he always has, to his well-developed birch trade.

Mr. Wilson, sales manager for Mason-Donaldson Lumber Company, reports his firm as being in the usual mid-winter throes. For what, with the shortage in labor and its poor quality, with car shortage and embargoes each member of the M-D organization finds himself in the position of the jack in Paul Bunyon's camp who worked so hard and so long that he used to meet himself going to bed on his way to work in the morning. Mason-Donaldson will manufacture at its Rhinelander plant and handle on the outside something over fifty million feet this season, which will be much less than it expected to put in, due to the conditions just named and to the unusual severity of the winter. Mr. Wilson, whose position requires that he keep his ear pretty close to the rail, is satisfied that everything points to higher prices for hardwoods and that the zenith has not by any means been reached.

The recently organized Brown Land and Lumber Company is making rapid strides and already is counted as one of the big lumber concerns of the North. It is not going to confine its activities to the North alone, however, for it will handle and manufacture southern hardwoods as well. G. W. Everts, sales manager, has just returned from a month's stay in Arkansas, and while there arranged for the concentrating and manufacture in Helena of from 4,000,000 to 5,000,000 feet of oak and gum. This will serve as a start, but the firm expects to greatly increase this as time goes on. The sales office will remain in Rhinelander where Mr. Everts, with the assistance of W. E.

Wilson, will look after the marketing. The Brown Land and Lumber Company will have to offer this season about 25,000,000 feet of Wisconsin hardwoods. A large percentage of this is being manufactured in the old plant of Brown Brothers, which is being operated under lease to the firm of Lee Brothers, and at the mill in Parish.

The sales end of this firm is in good hands, for Mr. Everts has had wide experience in both the North and the South. He is particularly enthusiastic over his firm's southern branch and over the fact that it has located in Helena. Mr. Everts believes that this Arkansas city has a wonderful future, and that in ten years at least it will equal Memphis as a hardwood center, if it does not surpass it.

The Wisconsin Veneer Company has achieved a rapid and most healthy growth under the guidance of the manager, Mr. Marshall. That he is a man of ideas and ability is attested by the fact that at its last annual meeting the National Veneer and Panel Manufacturers' Association chose him for its president. Mr. Marshall reports that it is not a question so much of getting orders these days as it is of getting the stock to fill them. While this company is the largest manufacturer of veneers and panels cut from strictly Wisconsin oak,

yet the amount of this fast disappearing wood is small compared to that of ash, birch, basswood and elm which it

Medford

John Landon, late of the W. H. Hatten Company, New London, and now manager of the Medford Lumber Company, feels that he has his hands full in supplying the firm's mill with logs and in keeping the wheels running smoothly. Things have started off well, however, and about the usual amount of hemlock and hardwood will

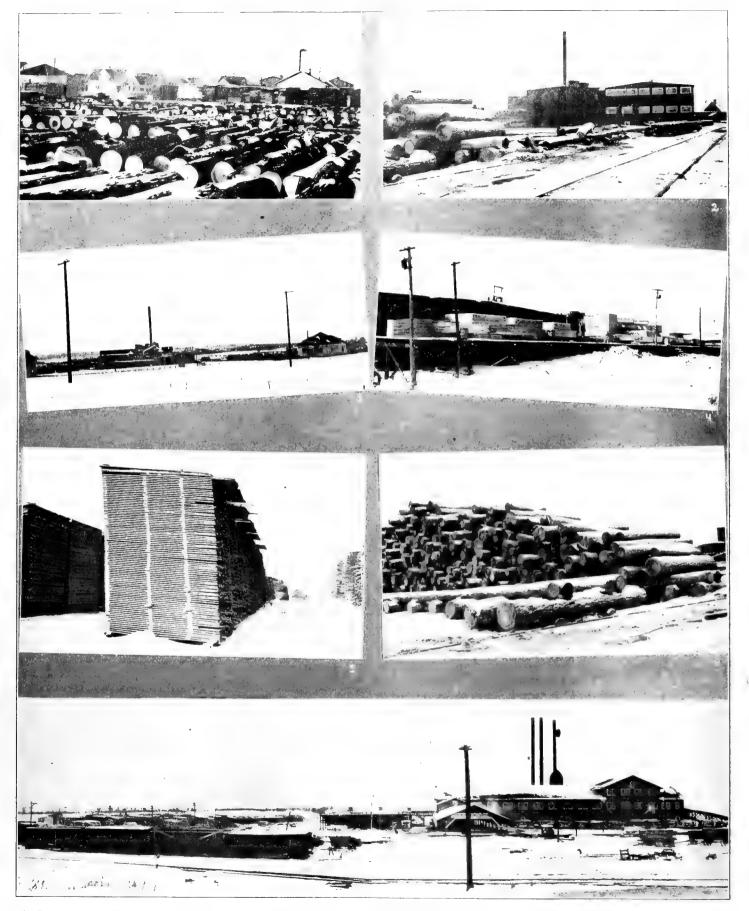


PLANT AND LOG POND OF THE MEDFORD LUMBER COMPANY, MEDFORD, WIS,

be put in this winter. The sales end of the business, together with that of the Scott & Howe Lumber Company of Ironwood, Mich., is handled by the big chief, A. L. Osborn, at Oshkosh. The two plants will cut this season about 10,000,000 feet of hardwoods, a large amount of which will probably be placed by Mr. Osborn's well-known representative, A. L. Levissee.

In order to cut corners and to find a more profitable market for its cores and cut-downs the Medford Veneer Company has just installed a wire-bound box outfit. There is a big demand today for a wooden box that will be light and at the same time stand hard usage. The wire-bound not only meets these requirements, but turns to profit what might otherwise be loss.

L. A. Maier, who last spring took the management of the Medford Veneer Company, is fast putting this plant on the map, bending every effort toward making his Wisconsin birch veneers the best veneers. A recent innovation of his will be interesting to all other men who realize that, in order to make a better product, they must improve the quality of their labor: a large number of his employes live in the country, walking to their work a distance of two to three miles. As a result, a custom has grown up of taking ten to fifteen minutes in midforenoon for a lunch. Mr. Maier decided to turn this exhaust steam back into the boiler—at nine o'clock the men get their ten minutes for lunch but during this ten-minute period Mr. Maier gives them practical talks on veneers—where they are used and how, results of poor and careless manufacture, poor crating—everything that will tend to make them better workmen, that will result in a better product.



(1) Basswood and Birch Logs in Yard of the Underwood Veneer Company, Wausau, Wis.; (2) Plant of the Wisconsin Veneer Company, Rhine-lander, Wis.; (3) Office and Plant of the Kinzel Lumber Company, Merrill, Wis.; (4) Dry Kilns of the Kneeland-McLurg Lumber Company, Phillips, Wis.; (5) How the Park Falls Lumber Company Piles Its Birch (note overhanging roof); (6) Roll-way of Wisconsin Red Oak at the Wisconsin Veneer Company, Rhinelander, Wis.; (7) Mill and Yard of the Kneeland-McLurg Lumber Company, Phillips, Wis.

Park Falls

The basis of success for which the Park Falls Lumber Company is bidding cannot be better expressed than in the words of Edward Hines, its president, in a paper which he recently read in Milwaukee: "I consider it good merchandising to give a man what he wants, what will best suit his work, and to charge him a proper price for it." While the vast majority of this great plant's output is hemlock and pine, yet it will put in pile this season nearly 25,000,000 feet of hardwoods, chiefly birch, quality of which and the care with which it is graded show that the firm does, indeed, "give a man what he wants."

The Park Falls Lumber Company employs about 350 men about the plant and 500 in the woods. From 100 to 120 cars of logs are unloaded daily, nearly 300,000 feet going into pile in two shifts. Walter Clubine, the general manager, has developed a most efficient organization. While each man is responsible for his own department, Mr. Clubine keeps in intimate touch with all, being familiar with every detail of the mill and woods operations. The sales management at Park Falls is in the hands of H. H. Butts, who has demonstrated unusual ability in the handling of this important department.

Phillips

The Kneeland-McLurg Lumber Company's plant differs from most of the large northern mills in that it kiln-dries its birch and basswood, green from the saw. It has in operation at present a battery of twelve kilns with a capacity of 500,000 feet, which put through green hardwood in from seven to ten days, drying to four per cent moisture content. Only the number one common and better grades are kiln-dried, the balance being air-cured. Wm. A. Kahl, the sales manager, says that since the consuming trade has found out the advantage in being able to procure kiln-dried northern stock he has had no difficulty in disposing of his lumber-in fact it sells itself. His firm will put in nearly 50,000,000 feet this season, and so satisfied is he that lumber values are going still higher that he is refusing all business except for reasonably prompt shipment. The Kneeland-McLurg camps, like those of the Park Falls Lumber Company, are all on wheels, and are employing this winter about 500 men. In order to better care for its retail yard trade a hardwood flooring factory has been installed, having an annual capacity of 3,000,000 feet.

Tomahawk

The Mohr Lumber Company, which last spring lost its Wausau mill by fire, has taken over and completely rebuilt the Bradley mill at Tomahawk and this week started on the season's cut, which will amount to nearly 15,000,000 feet, over half of which will be hardwood. The mill is a single band and band resaw, and is assured of about twenty years' cut. In addition to the sawmill the company has purchased the plant of the Tomahawk Veneer Company, where it will work up its number two logs and low-grade lumber into heading, banana crates and cheese boxes. The present personnel of the company is comprised of J. S. Griffith, secretary and general manager, and C. F. Burbach, but C. F. Mohr, the president, whose home is in Portage, expects to move to Tomahawk in the spring.

Andrew Oelhafen, head of the well-known Oelhafen Lumber Company, has never been known as a pessimist, but just now is in far from a pleasant humor and not at all sanguine over the lumber outlook. The same conditions prevail with his firm as with others—car shortage, poor labor, severe winter, all of which will greatly reduce the amount of lumber to be offered during the coming season.

It has been nearly three weeks since I wrote the first half-dozen paragraphs in this story wherein I gave my views of the present market situation. Since then I have talked with scores of men vitally interested in the lumber business—manufacturers, jobbers, loggers—and if I were to rewrite it, 'twould be in even stronger language. Prices are higher today than they were three weeks ago, and they are going still higher. The wise buyer of hardwood lumber is going to cover his requirements as fast as he is able, and if he dopsn't—well, you know—a bird in the bush gathers no moss.

ROY H. JONES.

What to Do for the Belt

Slipping due to a belt not being able to pull its cut, means waste power and loss of production. If the cut be heavy enough the maximum slip will be reached when the machine is stalled, the power input remaining approximately the same, the loss being entirely one of friction due to slip on the belt. A familiar illustration of the above is that of an operator decreasing the depth of the cut on account of slow down, because the belt will not carry the load.

Whenever the belt does not pull, the size of the belt must be increased. However, this does not cover all cases for there are numerous instances where there either is not room to increase the width of the belt or if step cones be used the number of steps will have decreased. Changes in sizes of pulleys will frequently assist in such cases.

When the belting is dry, the surface dirt should be removed by a cloth dampened with kerosene, or by a scraper. A light dressing may next be applied to both sides. After this has worked in, the dressings should be repeated until the belt is "mellow" but not greasy. Be careful of the use of sticky belt dressings. They are liable to stick the belt so tightly to the pulley that the grain is pulled off the belt. They also shorten belt life by rotting it. Much oil is injurious to leather. Besides, rotting machine oil causes excessive slipping. When oil soaks into the belt laps it tends to loosen them, so that the laps start up at the points. This may also occur from running the belts in the wrong direction.

Belts used on main drives should be able to transmit about five per cent more power than needed, while machine belts should have 25 per cent excess capacity. Belts should always be narrower than the width of the pulley face, as any misalignment may cause rubbing, which would result in loss of power and a damaged belt.

Belts should get a mechanical grip of the pulleys they run on. Avoid running belts too tightly, as great tension shortens the life of the belt, occasions a waste of power, and causes great inconvenience from hot boxes, broken pulleys and sprung shafting.

There are instances where a man's work and the surroundings are so attractive that he would rather be at work than not, but this condition is not general, nor will it ever be. Still, by keeping this ideal condition in mind, we may work nearer to it from time to time.

System in the shop is a great thing, and should be encouraged till it gets to a point where it threatens to interfere with brains, and then it is time to put a check rein on it. Brains will beat system any day, and they should never be made a sacrifice to it.

Generally, the heaviest class of machine woodwork is that of railway-car making, if we except shippards. There is developing, however, quite a practice of doing heavy framing work with machinery, by large contractors, and this sometimes involves work fully as heavy as car factory work, though perhaps not comparing with it in quantity.

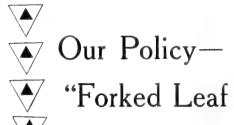
It helps some in the winter time, as well as makes it convenient, to have the boiler room near the factory proper, but when the hot days of midsummer come along, the close proximity of the boiler room is undesirable. The best answer to this is a heavy brick wall between the boiler room and the factory proper. It keeps the heat out of the factory in the summer time and is a safeguard against fire all the time.

One of the best and surest ways for the mill or factory owner to always keep good men with him, is to make it worth their while, not only in the matter of direct pay, but by encouraging them to take stock in the business. It will not only help hold them, but will inspire a keener interest.

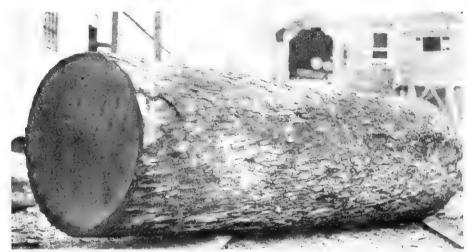
There is not so much said about it as some other things, but, just the same, the making of office furniture is today a fairly big and mighty important item in machine woodworking.



OCTOBER, 1916



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Paneling That Makes Good

Beauties of Interior Woodwork Create Field for Built-up Stock, But Care Is Needed.

ITHOUT ANY QUESTION at all, the greatest opportunity for the extension of the markets of manufacturers of veneers and built-up work is in the architectural field. There are

several reasons for this. In the first place, veneered products have been used up to the limit, one might almost say, in the furniture and cabinet trades generally. Consequently, it is hard to see much additional growth of an extensive nature in this line, especially when one recalls how metal furniture for office and bank use has been coming to the front during the past few years at the expense of wood.

On the other hand, more fine woodwork, in the form of fancy veneers facing glued-up panels, is going into big and costly edifices now than for generations. The public appreciation of beautiful woods has been mightily stimulated, and architects have decided that when the warm, rich atmosphere created by wood paneling may be had at less expense than the cold and more or less repellent walls of marble, there is little argument in favor of taking the latter. A number of lumber associations have been doing their share to educate the architects on this subject, and individual manufacturers of veneers and built-up work have been exerting themselves to present the advantages of more wood in interior construction, so that the architects are specifying material of this kind to a much greater extent than formerly.

That is why one is fully justified in saying that the biggest potential market for veneered work is in the building field, because this is one place, at least, where appreciation of wood is on the increase, and where the possibilities for increasing its use are far from being exhausted. But at the same time it is necessary to add that if those interested in the development of veneering in the interior trim field wish to see the business grow, they must give the owner and the architect a run for their money by seeing that the work is properly done.

Without seeking to criticise unduly, it is easily true that more examples of faulty veneered work can be found in large public buildings, such as hotels, clubs, etc., than anywhere else. It is rather infrequent to run across a piece of furniture, whether made for the home or office, that shows signs of definite defects of construction, yet perfect workmanship on wood panels placed in large buildings is the exception rather than the rule. The reader can demonstrate this for himself by making a fairly close examination of the next room of this type that he happens to be in.

Unless it falls into the list of exceptions, which are noteworthy enough to deserve study, he will will probably find that the veneers have checked and cracked; that the joints have opened up, and that the surface, instead of being a smooth and perfect specimen of the panel-maker's art, is rough and unsightly. True, it is necessary to make an examination of the work in order to detect these defects, for they are all minor, as far as the general appearance is concerned. One could look about the room, without devoting attention to any one portion of it, without realizing that the panels were not all that they should be; but the very inviting appearance of such work, and the very beauty that they suggest, often leads to a closer inspection, with resultant disappointment, which is all the keener on account of the expectations which had been aroused.

No lover of fine wood likes to see it displayed under conditions which reflect discredit upon the material and upon those who were responsible for its manufacture. The enthusiast for mahogany or oak or walnut or figured gum who delights to point out to his friends, less initiated in the mysteries of the craft, the special characteristics of these various fine woods, is always disappointed when he finds it necessary to apologize for the obvious defects of manufacture which have accompanied the installation. Naturally, too, the necessity for qualifying enthusiastic comments about wood paneling in general with explanations concerning the particular work which is under inspection does not help the cause of built-up work for interior use to any decided extent.

It would not do to make statements of this kind without saying that the fault is not always, or indeed often, with the manufacturer of the veneered work. The panel maker who turns out this material, dealing in large sizes, which necessarily have to be carefully handled, is often justified in feeling proud of his handiwork—before it goes into the building. After that it is a matter of chance, and whether or not the result is satisfactory is something that is entirely out of the hands of the manufacturer.

It is unfortunate that this is true, because his interest in the work, from the standpoint of future business and the good name of his trade, does extend further than its actual delivery and acceptance by the contractor. If the concern which lays the veneers and builds the panels according to the specifications of the contractor were able to determine the conditions under which this work would be installed in the building, the situation would be immensely simplified. But this is not the case, and that is why, as explained, work which leaves the factory

in splendid condition often develops later into a permanent advertisement—of the wrong kind—for veneered panels.

Most people are familiar with the conditions under which large building operations are carried on. The contract is usually let to a general contractor, who then lets the detail work to subcontractors. The job of the general contractor, who has usually a time limit in which to complete the work, with more or less onerous penalties for running over the allowance, is to prod every one of his subcontractors and see that they hurry up their individual parts of the work. The architect or his representative is on the ground now and then—infrequently all the time—and is supposed to see that the hurry-up methods of the contractors are not at the expense of quality either in the materials or workmanship.

Thus it is easy to see that there are two contending forces, one putting the emphasis on time, the other on quality. The contractor's interest is to get the material into place and make way for the next man. The architect is not able to have an inspector at every point on the job all the time, or even occasionally, and hence it is entirely natural that the time element should take precedence over everything else. By the time the work has so far progressed that the interior woodwork is to be placed, the time allowance is either exhausted or the expiration of the period is close at hand, and owner, architect and general contractor are all clamoring as loudly as they can for the completion of the work, so that the building may be turned over for use.

The owner, be it noted, has a large investment of idle capital, represented by the value of the building, from which he is anxious to begin drawing revenue at the earliest possible moment. At that stage of the game he is ready to permit quality to be slighted to save a few weeks of time, though later on he forgets that in contemplating the condition of his woodwork. The architect wants to please the owner by having the work finished on time, and the general contractor desires to earn a bonus or escape a penalty by getting through within the limits imposed. Thus all of the circumstances conspire to put a premium on haste.

The writer knows of woodwork being installed in buildings into which not a degree of heat had ever been turned. The damp condition of every new structure, and especially large ones, is well understood, and of course panels handled under such conditions absorb a tremendous amount of moisture. When the heat is shot into the building, and the moisture driven out in a hurry, it is surprising that the panels are left looking even half-way respectable. That they show the results of such treatment is not to be wondered at, and yet owners and architects are known to shake their heads over examples of such results, and to declare that it is no longer possible to get fine built-up panels such as one saw in the good old days!

The trouble is not with the paneling, but with the

conditions under which it is handled. Furniture manufacturers are accustomed to having it drilled into them that panels must be kept at an equable temperature, neither too hot nor too cold, and that the amount of moisture they are permitted to absorb should also be regulated. If they buy their panels ready to lay, the panel man anticipates any trouble by showing his customer how to handle the goods so that they will stand up in the work. In this way the cabinet-making trade is pretty well educated on the subject of glued-up stock, and does not expect the impossible. If defects turn up, it is fairly easy to say what has caused it, since the routine through which the work has passed can be analyzed to determine what was wrong.

But, as suggested, there is no such protection and no such understanding in the architectural field. After the work goes from the hands of the panel maker to the contractor, it is Good-night! as far as having expert, painstaking care extended to maintain the condition of the material is concerned. The contractor is through when his work is accepted, and it is accepted if it looks all right. Sometimes owners find out later on that looks do not tell the whole story, and suits have been tried in courts of equity because they have felt that they were not given a square deal; but as a rule the trouble is attributed to inherent defects in built-up work, and seldom does anyone lay his finger on the weak place.

From the standpoint of the manufacturer of veneered work, who is anxious to develop more business in the building construction field, it seems highly desirable that greater safeguards be thrown around the installation of his products. He cannot very well dictate to his customer, but he can at least state the ideal conditions under which glued-up panels should be installed. If these conditions are not provided, he will at least have the satisfaction of knowing that he has done his share to get a good job for the owner.

G. D. C., Jr.

Avoid Lumpy Surfaces on Core Stock

No man will probably ever name all the causes for loose places in veneer (what are generally termed blisters in face veneer), because there are so many different things that may cause it, some of which may be guarded against. For example, if the core body is uneven on the surface, has low spots and high lumps, it is mighty difficult to make a good job of gluing face veneer on it unless the piece is taken individually. If a number of pieces are put in a press, practically all the pressure will come on the high lumps, and the low spots may show loose afterwards. In doing this kind of work, the small user of veneer who works individual pieces is likely to do the best job, because he will take hand clamps and see that every bit of his face veneer is pressed firmly down. Every man, however, should seek to guard against lumpy places in his core stock—the cores must be true and flat to insure a good job. If the work is lumpy there is danger of sanding through the face in finishing, especially if it goes through a machine, and if it is cleaned off by hand after being put up and varnished, it will show as a bad face and lumps will stand out conspicuously.

Keep veneer piles covered and protected from dust, if you want a good job of glue work, for glue does not stick well to a dry, dusty surface.







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Letters from a Panel User

MONROE, MICH., January 25: I was very much pleased to observe the editors of Hardwood Record are devoting a section of their journal for discussions of problems applicable to veneer and panel work. A lot of material has been published in times past, but there is room for more.

Veneering has become an interesting topic among manufacturers workmen, dealers and the buying public. There was a time when the consumer thought veneered work inferior to solid. To be sure, this was before the public became acquainted with the merits of veneered work properly done.

With the development of this line of business we note a decided tendency to specialize along several well defined lines. For instance, a certain manufacturer may manufacture panels, another may specialize in parts for furniture and pianos. The average veneer manufacturer has studied the problems of veneering, but the best of them sometimes has work go wrong regardless of his wonderful efficiency and so-called expert crew of workmen. It appears to me that an article of this kind may be appreciated. Again, if the information is applied there is no doubt but that most of your veneer room troubles will be eliminated.

One of your problems is the warping and twisting of veneered stock. I recently visited a panel factory and found that most of the panels they had veneered were warping. The manager was very much discouraged. Yes, the equipment was ideal, but they overlooked certain factors. What was their trouble? They were in too much of a hurry to move the stock after veneer was laid. Their quarters were small and they felt they could not allow the usual time for drying, taking a chance which proved very expensive. If results are to be obtained and you want straight stock, it is absolutely necessary that you keep the stock straight until it is thoroughly dry-it matters not whether this may take two weeks or one month. That is not all. In order to prevent distortion you must keep the stock straight from the time it leaves the press until all moisture has been extracted. If the stock is piled in such shape that it cannot twist, there will be no chance for warps and twists because with the drying of the wood there has also been a drying and hardening of the glue which makes the parts rigid.

Knowing the tendency of veneers to absorb moisture while in the bulk in the storeroom, both in fancy veneers as well as crossbanding rotary cut stock, great care should be taken to see that the stock is carefully redried before it is glued up into the finished product.

Do not be afraid to have your veneer good and dry. There is no danger of its being too dry. It may be easier to handle when it is moist, soft and pliable, but to lay it in that condition means no end of trouble in the future. Every veneer man knows or should know that a perfectly dried core, with a perfectly dried veneer and good glue, with ideal manufacturing conditions and common horse sense in laying, should produce perfect veneered work, work that will never give trouble.

Very truly yours,

AXEX T. DEINZER, The Deinzer Furniturre Company.

Dry Room for Panels

A manufacturer of panels, who for years has turned out a product that can almost be considered as a standard in his line, recently described a very simple operation which he maintains at practically no cost, whereby the quality of his panels when shipped is appreciably increased. He has partitioned off a space at one end of one of the floors—it isn't necessary to have an especially large room—and has laid this out so that panels can be racked in plenty of air space and in a way to facilitate economic handling, and to eliminate an extra transferring from one truck to another.

The space selected is, as stated, merely one end of a regular floor and, as with the rest of that particular floor, has steam coils for heating at one end. At the other end he has installed an exhaust fan which during cold weather is kept running. Thus an active circulation of warm air passes through, over and between the panels and in twenty-four hours' time they are conditioned perfectly.

This system is not only very inexpensive, but is easily handled and is very effective.

Canoes Made from Single Molded Panel

With a New Waterproof Glue and the Ingeniuous Use of Hydraulic Pressure, H. L. Haskel Makes Possible An Entirely New Thing in Canoes

HE MAKING OF CANOES from three-ply veneer pressed into shape by hydraulic presses is a new scheme recently invented and put into operation by H. L. Haskel of

Ludington, Mich. Of course it goes without saying that a canoe made from veneer glued together with ordinary glue would never do because the action of the water upon the glue would be such as to cause the canoe to fall to pieces in a very short time. The making of the new canoe is the direct result of the discovery by Mr. Haskell of a formula for a glue which is absolutely impervious to water. This glue has been subjected to the severest test, such as soaking in water for a long time, boiling at a high temperature and submerging in printer's lye. It has stood up under all of these tests and the action of water upon it only causes it to cling more tenaciously.

The veneer from which these canoes are made is joined with this waterproof glue manufactured in sheets of proper dimensions and pressed into shape and moulds under hydraulic pressure. The result is a canoe without any ribs, perfectly smooth inside and non-leakable because made from one sheet of veneer. It is a much stronger and more durable craft than the ordinary canoe because the three-ply veneer from which it is made has the grain running in opposite directions, which gives it great tensile strength. The canoe itself, owing to its shape, forms a natural truss so that the absence of ribs does not in any way detract from its durability. The veneer itself is very difficult of perforation for the reasons mentioned above and the absence of ribs and other strengthening parts used in the ordinary canoe make for lightness and ease of handling. Another great advantage possessed by this canoe is that it can be laid away in the winter time without the least danger of its

A RIBLESS, SEAMLESS CANOE OF ENDURING QUALITIES

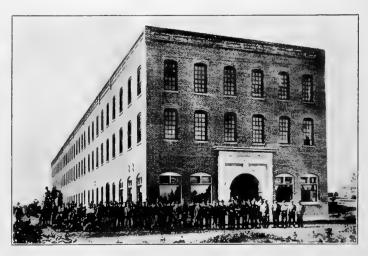
checking or splitting, as veneer will not check or split under atmospheric conditions.

The accompanying engraving shows the beautiful lines of the craft and the great advantage of making canoes from veneer will become at once apparent when it is explained that under this method the greatest variety and combination of wood can be used without adding materially to the price. The engraving will show that the seats are also made of veneer perforated and the light and graceful appearance of the model will at once appeal to all lovers of canoeing. Mr. Haskell has his plant nearly equipped and expects to be turning out these canoes in quantity inside of the next two months. The engraving of the factory building shows that Mr. Haskell will have ample capacity for taking care of all demands and he has already perfected his plans and is prepared to place the canoe upon the market as soon as his plant is ready for operation.

Taped Stock for Crossbanding

A big shipper of crossbanding expressed himself a short time ago on the question of the utility of taped up stock for that purpose. He said that very often the demand for whole piece stock to be used for crossbanding in factories making up their own panels, seems to emanate merely from force of habit rather than because of good logical reasons. Of course it is conceded that in many cases whole piece stock is necessary, but in many other cases the utilization of the smaller pieces properly taped up and trimmed, not only would save waste, but would without question enable the woodworker to save considerable money in his purchases. It is worth considering.

Sometimes it looks like too much fuss is made over the waste in the cores of veneer machines because usually the heart or core of a veneer block is defective anyway and after it is reduced down to the average spindle size, not a great deal of value could be had out of it if it could all be run into veneer.



THE HOME OF MR. HASKEL'S "NEW WAY" CANOE, AT LUDINGTON



American Black Walnut

 \P We are seeking an opportunity to figure on your needs in this wood based on our ability to serve you acceptably.

¶We handle only Ohio Valley Walnut—conceded to be superior for Veneers, on account of its dark uniform color and good figure.

¶We manufacture Sliced Veneers showing pronounced straight stripe or half round, with grain or curly figure like illustration. Also Figured Butts and Crotch Veneers.

¶Our Veneers are firmly cut and properly dried. Our prices are quite reasonable.

FULL SIZED SAMPLES GLADLY SUBMITTED FOR YOUR INSPECTION

Also Walnut Glued-up Tops and Panels

The Louisville Veneer Mills

Manufacturers
American Walnut, Figured Gum, Mahogany.
Louisville, Kentucky

Buy Wisconsin Timber

A deed was recorded at Crandon, Wis., on January 30 showing the transfer of 1,610 acres of land in Forest and Langlade counties, Wisconsin from the Chicago & North Western Railway Company to the Underwood Veneer Company, Wausau, Wis. The deed states the consideration to be \$60,394.

Care of Veneer Saws

Such saws, being very thin, require extra good care. The average man cannot keep them in proper shape. The observance of the following may help in handling such saws successfully.

First, keep the saw round. This can be accomplished by fastening an old file on a board, presenting it squarely to the saw and touching lightly; then move the file or jointer. If it strikes the file too much in one place, the points of the teeth will be hard, at least those most prominent. A piece of hard brick or emery wheel will not do, as such materials tend to make the teeth rounding instead of square.

Second, file square in front and bevel the back slightly. Some bevel front and back, but usually this is not best. Stroke the file squarely across the saw, making almost a clean cut on the tooth that sets from you, while those set toward you must "squeak" a little. This will be noticed particularly in filing the back. Some hold the file at an angle so as not to "squeak" and get the desired bevel. It is understood that this bevel is but slight.

Third, be careful to file only to an edge. Use a smooth six or eight inch file. Some filers get a saw out of round by excessive filing. Fourth, the amount of set should be determined by the kind of timber. If green, then more set; if dry, less set and a sharper corner; that is, a clear cut corner. For hardwoods, saw should be slightly spring-set. Some run only a double swage, which is best, but more difficult to keep up, unless an automatic sharpener is used.

Buy saws from the best makers. A perfect veneer saw is difficult to make, but when right will usually wear out without needing hammering; that is, will wear to where it needs grinding thinner. Segment saws are principally used for thin, wide veneers, such as mahogany and walnut. They can be run more successfully than a solid saw and can be made much thinner; they require no hammering, if not abused. When such a saw gets sprung or out of true send it to the maker. In gumming such saws, use a soft, free-cutting wheel. Do not heat the saw.

The proper hook is about half way. Run a short tooth with a rounding throat and good clearance on the back. Thick veneers require a little more set on the collar side of saw. Expert filers swage their saws a little occasionally. This is a good plan where the corners wear badly, and is the only remedy, unless frequently jointed. Sharp, clear-cutting, regularly-set teeth are very essential.

The Protest Against Stains

While it might be logically argued that the business of the veneer and panel manufacturer is to supply the consuming trade with whatever it may desire in the way of veneer products and not concern itself with the manner of coloring or finishing off the product, still there is inherent in the mind of every admirer of figured wood a natural and instinctive protest against stains which materially after the natural beauty of wood. The protest is not so much against the stain color schemes themselves but rather against the spoiling of nature's beauty in finished woodwork. Those who like the beauty of color as set forth in various shades of staining have a right to exercise their preference, but why not use for staining purposes woods without any distinctive figure or beauty of their own? The protest of the admirer of the natural beauty of wood is against taking such woods as walnut, oak and mahogany and staining them in some freak manner just because it happens to be a fad or a novel idea that appeals for the time being. A little stain now and then may improve the tone of certain face woods, but when the wood finishers begin to use it they are pretty much like the feminine half of the world when they begin to tint the cheeks-they keep on until they too often make a hideous freak out of what nature intended to be beautiful. Let us be sparing with the stains and develop as much as possible of the natural beauty of wood.

WALNUT

You buy shoes from a shoe store
because it specializes in shoes. By the same
reasoning you should buy walnut where
walnut is the exclusive product;
where concentration on one wood has made
possible specialized study of every
point of manufacture and handling. If you would understand
the methods which have
made our walnut accepted
as standard, you are
cordially invited
"to see it



done" at

This Plant produced Seventeen Million Feet of American Black Walnut last year—but will go much beyond that this year.

Pickrel Walnut Co. St. Louis, Mo.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



Prices on Common Logs

Relative to the situation in the market for logs, a prominent veneer and panel manufacturer says that it in a way may be due to the active condition of the veneer trade. He says though that it is also attributable to the active market for hardwood lumber and the prevalent disposition on the part of the man in one line of trade to dip into the line of the other fellow. In other words, according to this operator, the condition is chargeable to the sawmill man fully as much or more than to the veneer man. He says:

"Until a few years ago the veneer mills were equipped to get out their own flitches. Suddenly some one anxious to go into the manufacture of veneers discovered that the sawmill man would furnish him his raw material for flitches. No sooner had the practice of thus buying raw material been inaugurated than the number of veneer mills increased appreciably and sawmills went into the flitch business, until today the sawmill man in the oak district is more anxious to get out flitches than firsts and seconds quartered oak lumber. Why? Simply because the foolish veneer men bid against each other for the flitches.

"It is a matter of daily occurrence for the veneer man to get prices from the sawmill man soliciting orders for flitches, but in no case are prices asked; rather the question is put, 'How much will you pay?'

"These are the reasons that make the business desirable for the sawmill man:

"First: The high prirces obtained; second: sales from saw to buyer direct are made. There is no yarding, sticking, insurance, nor carrying charges. On the other hand, at the sawmill quartered oak lumber is reduced in grades and widths by taking out all of the clear No. 1 flitches, leaving only lower grade logs and similar waste for lumber. If there is a kick coming to somebody, it is due to the sawmill man. The price of logs has been and continues to be forced up by the millman who controls the price for the raw material for the veneer man."

The Profit Side of Veneering

The object of every veneer and panel manufacturer in the conduct of his business is to make money. This is true of every business enterprise, and there is also in every business the question of where and how the best money is to be made.

In the veneer business one often finds that those cutting cheap, plain veneer products and having a hard struggle of it feel that the best money is made by those cutting face veneer and fine figured stock, because they get a big price for their product and ought to show more profit for the same amount of timber worked and sold.

The other side of the picture is presented by the fine face veneer man who often contends that there are so many uncertainties involved and he has to pay so much for his raw material and it costs so much to work and handle it that the risk is greater and the profits more uncertain than in cutting plain stock that has a staple value and a ready sale.

We have something of the same line of contending arguments in the lumber business. Some argue that most money is made in a big volume of business on railway ties and common lumber stock that only pays a small margin of profit but moves in large volumes and is a more ready sale. Others contend that the only profit is in the high-grade stock, and that low-grade stock is cut at a loss. And so it goes.

The veneer and panel trade has been disposed in the past too much toward arguing about where and how money is lost. Very elaborate statistical arguments have been prepared to show where and how men lose money in the veneer and panel business, and these have a certain beneficial effect by arousing the trade to the point of watching closely its cost and methods. This is a pessimistic line of discussion, however, and it would be a refreshing change to have the scenes shifted and the discussion of the future shaped around the subject of where and how money is made in the veneer business.

Some of those who have been singularly successful in the operation of veneer and panel industries have included in their products both plain, low-priced stock and fancy figured high-priced veneer and panels and at times have even combined basket and package work with it all. When these are asked where and how the money is made they are rather puzzled as to a definite answer and usually say that it is made out of the combination of making one part of the business help the other so that the whole pays a profit whereas any one particular line by itself might not do so.

Really every line of endeavor in veneer and panel making should show a profit and make money. It may be found easier to make money out of some particular branch of the work than others, and if so it should be worth something to the industry to be able to point out these particular lines. Perhaps in some instances the pointing out of them would jeopardize the future profits in that particular line by encouraging an overcrowding; but that is a chance worth taking.

What the veneer and panel industry really needs is a turning away from all talk of where and how people lose money and instead find out where and how money is to be made in the business. That, after all, is the object of any industry, and while some attention may well be paid to how money is lost, the center of attention should be where money is to be made and how.

Big Veneer and Panel Plant for Louisville

The Inman Veneer and Panel Company, with a capital of \$150,000, is being organized at Louisville, by Charles W. Inman and associates, to erect a large plant on the K. & I. terminal for the manufacture of glued-up stocks, panels and veneers. Mr. Inman is president of the Inman Furniture Company and well known in the furniture trade. The Louisville Industrial Foundation, controllers of the publicly subscribed million dollar factory fund, has announced that its first stock subscription would be for \$50,000 worth of stock of this new corporation. Mr. Inman has announced plans for the new company which will erect a three-story brick plant at Twenty-eighth and Broadway with 200,000 feet of floor space, storage capacity of 2,000,000 feet of lumber and trackage capacity for fifteen cars. It is proposed to have the plant running by July.



Pertinent Legal Findings



Queries on questions arising on any points involving the law as it is applied to lumbering and allied industries will be given proper expert attention through this department if submitted to Hardwood Record. There will be no charge for such service, but Hardwood Record reserves the right to publish questions and answers without designating names or location of inquiries unless specifically requested not to do so.

Diameter of Trees Sold

Under a contract for sale of standing trees measuring twelve inches in diameter or more, the agreement not specifying the height for taking the diameter, the measurement should be made at the customary height, which is found in this case to be twelve inches from the ground. (North Carolina supreme court, Bradshaw vs. Hilton Lumber Company, 90 Southeastern Reporter, 146.)

Damages for Breach of Logging Contract

A lumber company which engaged a man to cut, saw and place on skids logs by a specified date is not entitled to recover an item of damages claimed because of a delay in completing performance of the contract and based on injury to logs through exposure to the weather, the damage being referable to the company's acquiescence in the delay and inaction in failing to exercise the right reserved in the agreement to complete the work itself. The company will not be permitted to recover the amount of damage which it could have avoided itself. (Kentucky court of appeals, Ford Lumber & Manufacturing Company, 188 Southwestern Reporter, 466.)

Conflicting Claims to Debtor's Lumber

Where an owner of 282,000 feet of lumber gave a bill of sale to a creditor as security for a debt, and consented to the creditor taking possession, and the latter's representative checked up the lumber and engaged a man to haul it as soon as the roads should become passable, there was a valid transfer of possession and title, as against other creditors claiming under a subsequent assignment made by the debtor of his property for their benefit. (Washington supreme court, Haskins vs. Fidelity National Bank, 159 Pacific Reporter, 1198.)

Negligence Presumed From Occurrence of Accident

That a hammer dog on a saw carriage fell from the position, where it was designed to be held by its own weight, immediately in front of the revolving saw, which was thereby burst, resulting in injury to plaintiff who was employed in the sawmill as a dogger, is sufficient to charge the employer with liability for the accident, in the absence of proof that the accident occurred despite his exercise of reasonable care to discover any defect in the condition of the appliances. (North Carolina supreme court, Dunn vs. John L. Roper Lumber Co., 90 Southeastern Reporter, 18.)

Employer's Duty to Workers

In affirming judgment in favor of an employe who was injured while feeding a molding planer, the Louisiana supreme court applies the principle that an employer is bound to furnish his workers with safe appliances with which to do their work, and to give them such warning of dangers as the circumstances of the particular case fairly require. In this case it appears that a spring designed to hold strips against the guide of the machine had become loose, by reason of which the injured man was obliged to hold the strips in position by pushing. While doing this, one of the strips broke, causing him to fall upon rapidly moving belting negligently enclosed, with the result that before he could be released he was burned by friction. (Botts vs. Arkansas Mill Company, 72 Southern Reporter, 717.)

Liability for Demurrage Charges

A shipper ordered cars for shipment of tanbark at a time when there was a railway embargo against pulp wood at the intended destination, and loaded the cars with pulp wood. The railway company refused to move the shipments and notified the shipper to unload, which he refused to do. Later on the embargo was raised and the cars went forward. Held, that the shipper was not liable as for demurrage charges, since the cars were not used in transportation until accepted by the carrier, and since the carrier might have secured release of the cars by unloading them on the shipper's refusal to unload. (Wisconsin supreme court, Chicago & North-

western Railway Company vs. Pulp Wood Company, 159 Northwestern Reporter, 734.)

Rights and Liabilities Under Timber Deeds

When a conveyance of standing timber is shown by other facts and circumstances to have been intended as an absolute sale of such trees of minimum diameter as should be cut within a certain time, that character of the transaction will not be avoided by the fact that it may have been agreed that payment should be made at a price per 1,000 feet when cut. Where a purchaser of standing timber of minimum diameter assigns his interests to a third person, he is not liable for the act of the third person in cutting trees belonging to the landowner because smaller than the size fixed by the conveyance, unless he participated in the wrongful cutting; no liability arises from the fact that he may have received payment for trees not covered by the deeds, in the absence of a showing that he knew the particular source of such proceeds. (North Carolina supreme court, Williams vs. Cape Fear Lumber Company, 90 Southeastern Reporter, 254.)

Injury to Employe at Machinery

The operator of a woodworking establishment is not liable for injury to an employe caused by a co-employe negligently starting machinery while the injured person was cleaning parts of it, unless it appears that the employer was negligent in retaining such co-employe in the work, by reason of previous knowledge of his habitual carelessness or incompetency. (Maine supreme judicial court, Cote vs. Jay Manufacturing Company, 98 Atlantic Reporter, 817.)

Contributory Negligence of Employe

Where a brakeman on a railroad used only to haul logs from the woods to a mill was killed by being crushed between logs loaded on two cars which he was coupling, there being evidence that it was not unusual to load logs in such manner that the ends would project over the coupling, and that the danger could be avoided by stooping under the ends to make the coupling, the cause of the death was negligence of the brakeman, not of the employer, and there can be no recovery. (Louisiana supreme court, Henley vs. Louisiana Hardwood Lumber Company, 72 Southern Reporter, 696.)

An Old Finish for Maple Furniture

Nearly a century ago an article appeared in the American Journal of Science, by John Hale, describing a finish for furniture which seems to have been coming into use at that time, and which he praised highly. The chief part of the process consisted of a stain which he spoke of as follows:

This stain consists of a decoction of walnut or hickory bark. It is adapted to furniture commonly made of maple, called curly. But to that kind of maple commonly called birdseye, it gives the finest appearance of all.

This species of wood is prepared by cabinet makers by scorching its surface over a quick fire, which does not, at the same time, smoke. The wood, after being scorched, is made smooth in the usual way, and varnished.

The scorching produces a great variety of dark shades and specks on the surface. These have generally been considered to possess considerable beauty, and the wood so prepared has come into pretty extensive use in making particular sorts of cabinet furniture.

When birdseye maple is thus prepared, except the varnishing, if it is then stained with the walnut dye, it receives much additional beauty. The application of the walnut dye gives a luster even to the darkest shades, while to the paler and fainter ones it gives, in addition to this, a somewhat greenish hue, and to the white parts a tint of yellow. The whole together has a very pleasing effect on the eye and is very ornamental when used with taste and judgment, in particular parts of some kinds of furniture.

If ambition were not so closely linked with greed we could get along with it better.



A Mill Scale Study of Maple



BY DAVID G. WHITE

Editor's Note

The following summary of a mill scale study of maple was written by David G. White, an examiner for the United States Forest Service, connected with the government laboratory at Madison, Wis. Its chief value lies in the fact that the figures and charts are based on actual conditions as found in practice at sawmills where maple lumber is sawed for commercial purposes. The study extended over a period sufficiently long to eliminate errors which might result from baste. The need of reliable data on the subject has been keenly felt, and mill operators, as well as timber owners, will doubtless read this report very carefully, with the idea of applying the lesson to their own operations.

To keep pace with the general industrial development in the United States the lumber industry must as soon as possible base its operations on exact data. The opinions and experience of men are excellent as far as they go, but they do not form the basis needed to meet presentday competition. The mill scale study is designed to secure exact detailed data of this character upon one phase of lumbering operations. The ordinary intensive mill scale study of the Forest Service is designed to secure information on the quantity and quality of lumber that can be obtained from logs of various sizes, the rate of production per hour of logs of different sizes and the relative cost of sawing per M feet net lumber tally, the cost of manufacturing lumber

from logs of different sizes, and waste in manufacturing lumber. During August, 1915, the Forest Products Laboratory of Madison, Wisconsin, conducted a cooperative mill scale study on maple at the plant of the Goodman Lumber Company at Goodman, Wisconsin.

In considering the results of the study and their general application, it should be kept in mind that only 50 logs cut on a single band head saw were included in the test, hence the data is insufficient to enable conclusions to be drawn in finality. The effect of using resaws and gang saws to supplement the head-saw was not studied and this places further limitations upon the application of the tentative results. The data on costs of production and manufacture as furnished by the cooperator, include, along with all other charges, an allowance for stumpage at \$2.00 per thousand on timber sufficient to continue the operation of the mill for 11 years, together with taxes and insurance; 6 per cent interest on all capital invested and engaged in the business, including that covered by stumpage; 6 per cent profit on all capital employed, exclusive of stumpage; depreciation on all equipment, and the like.

With the foregoing in mind, the following brief summation of the more interesting indications is presented. It is followed by a detailed description of the methods used in conducting the test and in analyzing the data.

The net lumber tally from individual logs of the same diameter varied over a wide range, but in only two cases was less than the Dovle scale, the overrun varying from 98 per cent for the probable average for a 9-inch log to 24.5 per cent for a 17-inch log.

In the entire 50 logs used, no firsts and seconds were secured from logs below 13-inch top diameter, while with 17-inch logs 20 per cent of the net lumber tally were firsts and seconds. The No. 1 common varied from about 4 per cent with 9-inch logs to 32 per cent

with 17 inch logs; the No. 2 common varied with all logs from about 14 per cent to 20 per cent; and the No. 3 common varied from 80 per cent for 11-inch logs to approximately 31 per cent with 17-inch logs.

The rate of production per hour increased from 1,953 feet for 9-inch logs to 3,357 feet for 17-inch logs and the cost of sawing decreased from \$5.51 per M net lumber tally for 9-inch logs to \$3.21 for 17-inch

Considering realization and the costs of production as previously explained, the following are the more striking indications of the work:

Including all charges in the costs of production, the maximum sized log which showed production costs less than the realization per M net

lumber tally was 1534 inches top diameter for the average of the entire 50 logs, and 1514 inches top diameter for the average of the 35 logs which yielded 50 per cent Doyle scale, No. 2 common and better.

Assuming that stumpage, carrying charges, and a portion of the logging costs were not charged against the smaller logs, then the maximum sized log which did not show a production cost greater than the realization per M net lumber tally was approximately 13% inches top diameter for the average of the entire 50 logs, and approximately 121/8 inch top diameter for the average of the 35 logs which yielded 50 per cent Doyle scale, No. 2 common and better.

The method of distribution of the cost of production as suggested by the cooperator, and presented for consideration in this report, shows that when the 35 logs yielding 50 per cent, Doyle scale, No. 2 common and better, were used, the cost of production for the No. 2 common and better was greater than the realization until a diameter of practically 15 inches was reached. With the No. 3 common, the distributed cost of production for logs of all diameters was greater than the realization. If, however,

MILL OF THE GOODMAN LUMBER COMPANY, GOODMAN, WIS.

A first-class operation for the manufacture of hardwood lumber. The government selected this mill for the study of converting maple logs into lumber.

> no stumpage charge be made against the No. 3 common, especially for logs of small diameter, the distributed cost of production fell very close to the realization.

> In manufacturing the logs, the waste in slabs, edgings, and trimmings amounted to approximately 29.83 per cent of the total volume, and the waste in sawdust to 8.6 per cent.

DETAILED DISCUSSION OF THE STUDY

The logs were sawed on a single band head saw and hence the cost of sawing as shown in this report would not be comparable to the results that would be obtained in using a resaw or a gang saw in conjunction with the band mill. A stop watch was used to catch the time required for sawing each log. The number of seconds were plotted against the diameter in inches for each log as shown in figure 1. A curve was then drawn through these points and shows that the average time increased from 90 seconds for a 9-inch log to 237 seconds for a 17-inch log.

Forty of the logs were cut into 1-inch stock, with a 4"x6" timber from the center of each log, and ten were cut into 2" and 3" material, leaving a 4"x6" boxed heart. The lumber was then graded in a green condition by an inspector of the National Hardwood Lumber Association. The yield by grades for logs of the same top diameter were totaled, averaged and the averages shown by the dotted lines in figure 2. Representative curves (see heavy lines—figure 2) were then drawn for each grade. The firsts and seconds varied from 2.5 per cent at 13" to 20.5 per cent at 17"; No. 1 common increased from 4 per cent at 9" to 32.5 per cent at 17"; No. 2 common remained nearly constant, increasing from 14 per cent at 9" to 20.5 per cent at 12½" and then decreasing to 16 per cent at 17"; No. 3 common decreased from 81 per cent at 9" to 31 per cent at 17".

The total yield of each log was plotted against diameter and a curve drawn through the points. This yield is shown by curve A in

figure 3. These totals by diameters as shown in Table 1, varied from 49.5 feet for a 9" log to 210.5 feet for a 17" The average log. total yield for any sized log multiplied by the per cents of each grade for the same sized log as shown in figure 2, give the average number of board feet of each grade cut from the log.

With the yield and the time of sawing for the various logs, the average rate of production per hour for logs of a specified diameter was computed as follows:

logging, milling, and yarding, in conjunction with the yield and time of sawing secured during the study. As previously stated the cooperator furnished the cost data as the averages for the mill for the first six months of 1915.

These data are shown in Table 1 and figure 4. The following is the method of procedure:

CARRYING CHARGES.—\$0.88 per M, Doyle scale. Includes 6 per cent interest on stumpage, 1 per cent taxes, and 1 per cent supervision. This is shown by curve (or line) No. 1 in figure 4.

STUMPAGE VALUATION.—\$2.00 per M, Doyle scale. This plus the

carrying charges is shown by curve (or line) No. 2.

LOGGING COSTS.—The average cost was \$7.60 per M, Doyle scale,

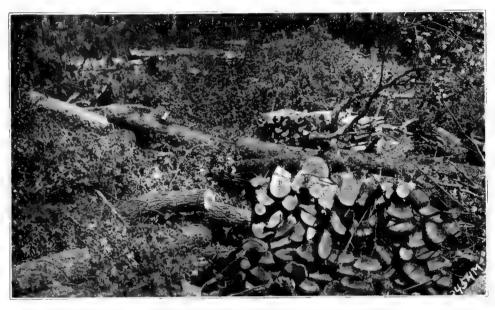
COST OF PRODUCTION

gross returns but also with the cost of production. In order to deter-

mine this variable log cost it was necessary to use the average costs of

The net returns for logs of different sizes varies not only with

LOGGING COSTS.—The average cost was \$7.60 per M, Doyle scale, but as part of this cost varied with the size of the log the average has been separated as follows:



LOGGING WASTE FOR DESTRUCTIVE DISTILLATION.

Much material may be collected from branches and broken or defective trunks which not only returns a profit to the manufacturer, but diminishes fire danger in the forest.

Yield (feet b. m.)
Time of sawing (seconds)

This is shown graphically by a curve in figure 1 and as stated in Table 1 the average rate of production varied from 1,953 feet per hour for 9-inch logs to 3,357 feet per hour for 17-inch logs.

REALIZATION

The gross returns were figured by using the base price list of the coöperator for March 1, 1915, consisting of the following prices per thousand feet board measure, f. o. b. mill, for maple lumber.

Firsts & seconds	4/4"	\$29.00	
	8/4"	31.00	
	12 /4"	39.00	
No. 1 common	4/4"	18.00	
	8/4"	20.00	
	12/4"	29.00	
No. 2 common	4,'4"	12.00	
No. 3 common	£" & 8/4"	9.00	
	thicker	10.00	

The realization for any size log per thousand feet board measure is equivalent to the yield in thousand feet b. m. of each grade multiplied by its selling price, and the total for all grades divided by the yield for the log in thousand feet board measure. The realization for the logs used in this study are stated in table 1.

according to the varying size of the log.

b. Variable Logging Cost.—It is assumed that 60 per cent of the average logging cost, or \$4.56, representing costs of swamping, loading, skidding, etc., will vary with the size of the log, or, in other words, that this logging cost will be greater or less than the average in proportion to the relation of the assumed average Doyle scale of 85 feet to the Doyle scale of any sized log under consideration.

In figure 4, curve No. 4 has been plotted by adding to curve (or line) No. 3 the costs per M, Doyle scale. Curve No. 5 represents the costs in curve No. 4 reduced to net lumber tally.

GENERAL AND MANUFACTURING COSTS.—It is assumed that of these, \$6.26 per M net lumber tally, or the general cost, is fixed. This represents sorting, piling, insurance, sales expense, taxes on product inventory, yard repairs, 6 per cent on the capital employed in the business and 6 per cent profit on the capital employed in the business exclusive of the timber, etc. This has been added to curve No. 5, the result being shown by curve No. 6.

THE AVERAGE MANUFACTURING COST

There remains the average manufacturing or mill cost of \$3.76 per M net lumber tally, which varies with the size of the log, viz., this expense will increase or decrease per M according to the quantity of lumber sawed in a given time. The rate of production at the

a. FIXED LOGGING Cost.—Fortyper cent of the average cost of logging, or \$3.04, representing the cost of sawing. and the like, was considered fairly constant for logs ranging from 9 to 17 inches in diameter. The average maple log scale for the six months was 85 feet. This fixed logging cost plus the carrying and stumpage value is shown in curve (or line) No. 3.

The foregoing data when shown graphically take the form of straight lines, since it is assumed that these charges do not vary

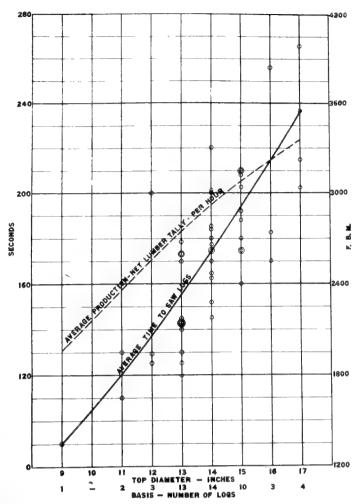


FIG. 1.—TIME TO SAW LOGS AND AVERAGE RATE OF PRODUCTION PER HOUR

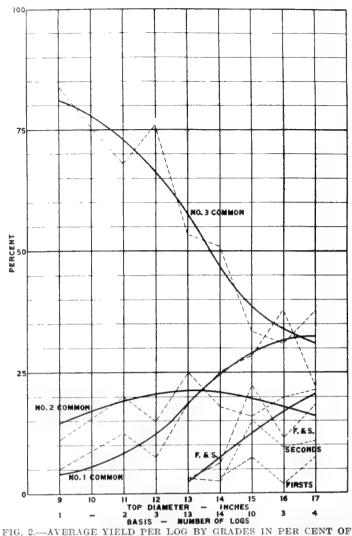
(Based on 40 logs cut to one inch stock and 10 logs cut to two inch stock. All logs had a 4"x6" boxed heart)

head saw is, therefore, of prime importance. The cost for logs of different diameters is computed as follows:

Let F = the cost of manufacturing 1,000 feet of lumber b. m. from logs of a specified diameter, then

Total number of seconds required to saw all logs.

In figure 4, curve No. 7 was plotted by adding to curve No. 6 the hardwood lumber.



AVERAGE NET LUMBER TALLY OF TOTAL YIELD FOR 50 LOGS (Dotted lines show points as actually determined from data. Heavy lines show approximate averages)

amounts computed in the manner described above, and represents the total production costs, per M net lumber tally, f. o. b. cars, of green material, exclusive of planing mill charges. The gain or loss is the difference between these costs and the realization and is given in

The costs as presented above were derived from the average costs of the cooperator for the six months' period ending June 30, 1915, during which period the mill sawed about equal portions of soft and

Number		op				Lumber Te se (From			Per cent	: /aste		:	:		le Scale	: :	Doyle : cost : redus -: ed to :	Costs Lumber	Het Tally	: Costs	Realiga- tion 2 per M	Gain and Loss tper M Bet Lum- ber Tally (above 6% in- terest and 6%
Loga Basis	2 11	nside:	Loyle Scale	.F.& S.	#1 C.	∲2 C.	#3 C.		Over-	of log*	per hour	: ing :Charges	:Stume= : age	: Pixed	: Variable	:Total	lumber: tally :	Mig.:		: Tall vaq	ber Tally	
	: In	ches:	Feet	: Feet	: Feet	Peet	. Feet	Feet	: %	; %	:	. v	1 9	· v		: \$	\$:	\$:	Å.	: ₽	. \$	\$
1		9 :	26	1	2.2	7.2	40.1	49.5	98.0	24.5	: 1953	88	: 2,00	3.04	15.50	21.42	10.71	6.61	6.26	22.48	10.51	- 31.99
2	: 1	a i	49		6.7	14,6	67.7	79.0	61.2	30.1	2350	. 88	: 2,00	3,04	7.91	13.83	8.57:	4.67:	6, 26	: 19.40	10.76	- 8,64
3	1	LE :	64	i	12.1	19.8	64.6	96.6	50.8	40.4	2557	. 88	2.00	3.04	6.06	11.98	7.99	4.22	6,26	18.47	11.09	1 - 7.86
13	1	13	81	2.9	21.5	24.9	: 66.7	116.0	43.2	38.8	2758	. 86	2.00	3,04	: 4.79	10.71	7.48	3.91	6,26	17.65	12.24	D-41
14	: 1	14	100	9.9	83.9	8.83	64.4	137.0	37.0	39.9	2928	. 88	2.00	3,04	2,88	9.80	7.21	3.68	6.26	17.16	: 18,72	- 8,45
10	iı	16 :	121	: 19.6	46.4	31.6	62.4	160.0	32.2	37.4	: 3090	. 88	2,00	3,04	3, 20	9.12	6.90	3.491	6.26	: 16.65	: 15.00	- 1.65
3	1	16	144	31.3	: 57.5	32.6	62.6	184.0	27.8	36.2	3231	. 88	2.00	3.04	2.69	8,61	6.74	3, 33	6.26	16.83	16.79	46
4	: 1	17	169	1 43.2	68.4	33.7	65.2	210.6	24.5	36.2	3357	. 88	L 0,00	3,04	: 2,29	8.21	6.61	3, 21	6.26	16.08	1 17.58	+ 1,50

TABLE No. 1.—COSTS OF PRODUCTION AND REALIZATION

[•] Waste per cent includes "scoots" but does not include waste due to extra inches over even 16 foot log.
•2 Realization is based on the lumber graded in green condition.
•3 Profit is based on capital employed in business exclusive of the timber.
•4 All costs are based on figures furnished by the Goodman Lumber Company.

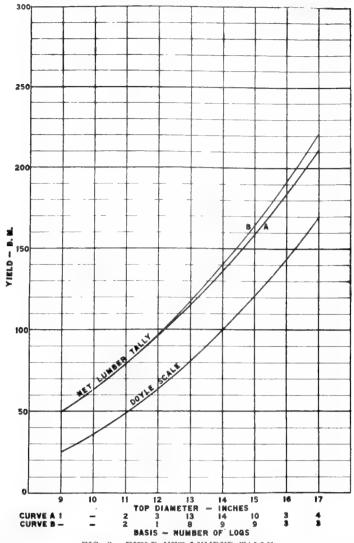


FIG. 3.—YIELD NET LUMBER TALLY (a) Based on data from the entire 50 logs. (b) Based on data from 35 logs yielding 50%, Doyle scale, No. 2 common and better

Cost of logging stump to mill	Per M ft. lumber scale\$ 4.906 2.847 2.345
Total, stump to car. Other items included in cost: Per Depreciation, 10% on mill plant Taxes on mill and lumber Insurance on mill and lumber 16% interest 186% operator's profit 1	M. 657 226 .66

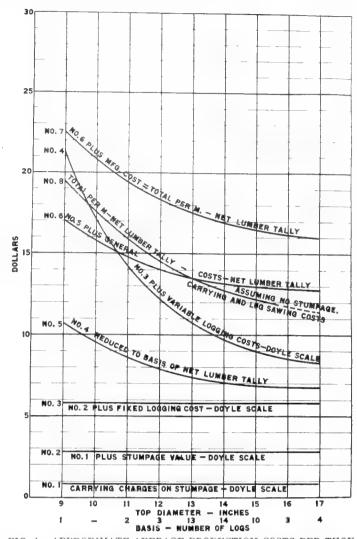


FIG. 4.—APPROXIMATE AVERAGE PRODUCTION COSTS PER THOU-SAND INCLUDES 6% INTEREST AND ALSO 6% PROFIT ON THE INVESTMENT EXCLUSIVE OF THE TIMBER

Discount and	deductions	from selling	price	.30	4.229
Total s	ump to car,	average ha	rdwood and		
	wood, exclus				\$14.327
* Rased on c	enitel employ	ed in husing	Avistland sec	of tim	her

The computations applied to these figures by the operator recognize the usual differences in cost of logging hard and soft woods, and large and small logs, and while these computations will vary more or less with each operation, it seems probable that the form of the curve is fairly representative. The system of plotting will enable a ready

	: Tep		:			r Tally rom Cur			.#2 C.	: Fer :Cent	- Faste	to BAW log	Stum	page an	d Carry				ly*6 : : .1'snu=.		otala		Re .'et	nlizatio	n°3	6; Inter	Loss sbow est + 6 - pr	: Doyle
1000	meter insid bark	ar Doyle	: :P.& S.	: :∲1 C.	: :#2 C.	: :#2 C. :& Btr.	: :#3 C,	43 3.	· Dovle	:UVer-	of .	ONLAG	#2 C. & Better		#3 C.	:#2 C. A	: :#3 C.	: #3 O.	fac-: tur-:Gen- . ing :eral	#2 C.	:#3 C. :	#3 C.	#2 C.	: :	#3 C.	#2 C.:	: #3 C. C. :& Btr.	:
	: Inche	e: Pt.	: Pt.	: Pt.	: Pt.	: Ft.	: Pt.	Ft.	. 76	; % ;		9ec. :	: ÷	: 3	; ¥	; \$: 9	: 5	1 v 1 9	: 0	: \$:	\$. \$: \$:	÷	\$.	\$. \$. \$
	: 110	1 49		: 8	: 15	: 23	. 56	. 79	. 47	61.2	30.1	121	. 2.88	1.34	1.79	: 10.95	: 5.08	: 6.79	. 4.79: 6.26	. 24.88	17.47.	19.63	14.09	9,54	10.80	~10.79:-7	.93 :-8.77	-14.14
1	1 18	3 64	1	: 17	: 18														4.41: 6.26						11.43	- 7.746	.677.06	: -10.81
0	: 13	; 1 81	. 7	: 28	: 22	: 67	: 62	11.9	. 70	. 46.9	37.9	: 156	2,68	: 1,12	2.96	: 7.82	: 3,03	5.33	: 4.10: 6.26	: 41.06	14.51	17.65	: 17.28	. 9.51 :	13.23	- 3.705	.00 :-4.42	: - 6.49
9	1 14	: 100	: 16	41	27	: 84	57	141	. 84	1 41.0	37.0	174	2,89	.81	2.04	: 6.92	1.94	: 4.90	3.86.6.26	19.92	12.87	17.06	10.51	9,47	14.86	- 1.413	. 40 ; -2, 20	: -8.10
9	: 16	: 121	26	1 54	32	: 112	: 65	1 167	93	38.0	36,6	194	: 2,88	. 47	2.09				3.64: 6.26					9,44	15.97	15:-1	.95 :55	76
3	: 16	: 144	36	1 67	: 37	139	. 84	192	. 36	34.0	36,2	: 215	: 2,88	27	2.16	5.73	: .53	: 4.28	3.49: 6.26	. 10.36	10,55	16.18	20,29	9.59	17.29	+ 1.93	.951.11	: + 1.69
8	: 17	: : 169	: 43	: 79	: 42	164	: 67	: 221	. 97	: 30.8	33.9	237	88.3	26	2,21	: 6.33	1 .47	: 4.08	3.36: 6.26	: 17.83	: 10.341	15.91	20.64	9.56	17.78	· 2.81:-	.78 .+1.87	2.46
															16 P	oot Loge	Contain	dng Les	s Than 50%, I	0710 308	le, ∮2 C	ombon au	nd Bette	<u>r</u>				

TABLE No. 2.—METHOD OF COST DISTRIBUTION USED BY THE GOODMAN LUMBER COMPANY-16' LOGS CONTAINING 50%, DOYLE SCALE, No. 2 COMMON AND BETTER

*11 inch logs have only 47% No. 2 Common and better when rounded off by curve.
*2 Waste per cent includes "scoots" but does not include waste due to extra inches over even 16 foot log.
*3 Realizatoin is based on the lumber graded in green condition.
*4 Figures for the 15 logs are based on actual averages and not curves.
*5 Profit is based on capital employed in business exclusive of the timber.
*6 Costs are based on figures furnished by the Goodman Lumber Company.

calculation to be made for any other condition or group of assumptions. For example, the extent to which the curves are applicable to the smaller logs is questionable. On an assumption that the estimate of the standing timber does not include the contents of very small timber, of the smaller top logs, and of defective logs, then it would be improper to levy a stumpage or carrying charge against them. To compute the minimum cost at which these small logs could be utilized, it might also be assumed that the fixed logging cost, consisting mainly of the cost of sawing, could be partly or entirely disregarded, since sawing small top logs would be involved in the sawing of the lower logs, and sawing butt defective logs would be involved

in the sawing of the upper sound logs. The cost of sawing small timber would necessarily be included. Under such conditions, the costs of production for this class of logs would be materially decreased over that shown in curve No. 7, figure 4. Curve No. 8 has accordingly been plotted assuming no stumpage, carrying charge, or woods sawing charge, and represents at least a possible minimum cost condition wherein lumber might have been manufactured from these logs. It is also possible that part of the depreciation and original investment cost should be disregarded on this class of logs. Although curve No. 8 is carried out on a theoretic basis to the 17-inch diameter class for these 50 logs it is improbable that the assumptions would be applicable to any but the smaller logs.

CO-OPERATOR'S COST METHODS

While figure 4 and Table 1 bring out a comparison of the relative cost of production and realization per M for logs of different sizes, as determined from the data secured in this study, it is of interest to further consider the data computed in accordance with a method recommended by the cooperator and in use by the company. This method distributes the cost according to the grade of material produced. Comparison of the realization with the cost of production is simple, since it may readily be computed, but the comparison with a proper distribution of the cost of production to upper and lower grades is more difficult.

Many methods might be used, and it is not the intent of this article to indorse any given method, but simply to illustrate by a specific example. Table 2 makes a comparison of costs and realization, by the coöperator's method, the basic principle of which is that the more valuable part of the product should bear the greater part of the logging costs, viz., the commercial importance of the No. 2 common and better makes it the prime product of the log and the No. 3 common the by-product, and the per cent of log cost charged to cull is the percentage that No. 2 common and better underruns the log scale. For average sized logs this produced results in line with the comparative selling prices of the product. The comparison by diameters in this case is confined to the logs cutting 50 per cent, Doyle scale, No. 2 common and better. The time of sawing by diameters given

in Table 2 was taken from figure 1, and is the same as for the entire 50 logs; the total yield was taken from curve B, figure 2; and the yield in feet b. m. by diameters was computed by using the per cents of each grade as given in figure 5 in conjunction with the average total yield of each diameter. The cooperators' method of distributing the costs is as follows:

DISTRIBUTING COSTS

(1) When the amount of No. 2 common and better overruns the log scale the logging cost of 1,000 feet of lumber equals the logging cost per M.

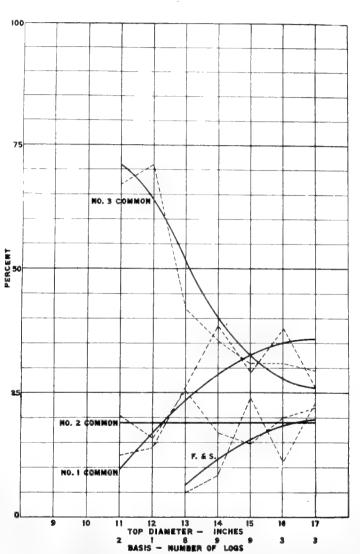


FIG. 5.—AVERAGE YIELD PER LOG BY GRADES IN PER CENT OF AVERAGE NET LUMBER TALLY FOR LOGS YIELDING NOT LESS THAN 50%, DOYLE SCALE, No. 2 COMMON AND BETTER

Doyle scale X Log scale

Amount No. 2 common and better Under this condition the cost of logging the No. 3 common is completely carried by the No. 2 common and better.

- (2) When the amount of No. 2 common and better underruns the log scale,—
- (a) The logging cost per M net lumber tally of No. 2 common and better equals logging cost per M, Doyle scale, and
- (b) The logging cost per M net lumber tally of No. 3 common equals logging cost per M, Doyle scale, times

Doyle scale minus No. 2 common and better

Amount No. 3 common

(c) The log cost per M net lumber tally of No. 3 common and better

equals amount No. 2 common and better divided by amount No. 3 common and better, multiplied by log cost No. 2 common and better, plus amount No. 3 common divided by amount No. 3 common and better, multiplied by log cost of No. 3 common.

For the logs used in this study the No. 2 common and better under-runs the log scale, so that after the fixed and variable log costs had been made it was necessary to further distribute the costs as outlined above in the second method.

Although the stumpage and carrying charges are the same as previously stated, they are considered as a part of the woods' costs and are distributed against the No. 2 common and better and the No. 3 common the same as in the logging costs. The same formulae are used excepting the term

"stumpage plus carrying charge" is substituted for logging.

Under this method the general costs remain as a fixed charge against every thousand feet of lumber produced. The manufacturing cost varies with the time of sawing and is charged against all the lumber as previously explained in the computations for the 50 logs.

The total cost as shown in Table 2 for each class of material produced is the sum of their respective production costs.

The realization was computed as previously described using the grade prices of the coöperator and the amount of each grade in different sized logs. This was obtained per M feet net lumber tally of No. 2 common and better and also per M feet of No. 3 common. The realization per M for No. 3 common and better = (per cent No. 2



Pertinent Convention Quotations



W. H. Parker, Cincinnati, O.

There never has been a discovery made which has tended to humanize men more, to socialize men to a greater degree, than the discovery of the possibility of sane, intelligent cooperation.

We all, as business men, therefore should remember that just to the same degree that we believe ourselves honest and well intentioned, we should credit the same qualities to the other fellow.

Coöperation, gentlemen, in conclusion, was the dream of the past, it is the ideal of the present; and just as sure as God is God, coöperation will be the method of the future.

The principle of coöperative activity constantly sought to express itself in every single phase of human life, yet men thought they had found a substitute for it in competition, which was wrong in principle, had been discarded in practice, and which tended to separate men, to make them enemies and strangers, to create distress, and to keep men from really getting acquainted with each other's good qualities.

Gentlemen, this is not mushy sentimentality; this is not talk; it is not iridescent, unreliable idealism; it is the most practical thing on God's green earth. It is a thing which has been tried out and tested in the school of actual experience, and the value of coöperation has been proved by the experience of the world.

L. C. Boyle, Kansas City, Mo.

The only thing that your state or your national law prohibits is the getting together and artificially fixing prices.

The only way, the only relief of this industry is what? Better merchandising, more scientific distribution of your products, elimination of waste motion.

Cut-throat competition is immoral; it is a sin. The man who is guilty of it is ashamed to tell it; and no man will be a cut-throat competitor if he has to put his cards on top of the table.

But the pioneer atmosphere is passed, and we are now in a more settled social order, when all men are looking about them to determine how we can put our house in better order.

"Ah," then, somebody says, "That does not sound right; that is not being loyal to the grand old flag." Gentlemen, we are more loyal to that flag when we tell the truth than we are at any other time.

The Federal Trade Commission has discovered that the basic fault of this industry is over-production, lack of coöperation, and an utter absence of all the economies that are necessary if the business is to truly prosper.

But now the leaven is working; you are getting together; and men more and more are getting to understand on the outside that instead of your being a trust, instead of your being a close organization, that what you most need is organization.

Gentlemen, things here are suggested that are above mere dollars and cents. There are here things suggested that go beyond the home of the saw. There is something here involved, my friends, that touches the visions of our souls, something that is reflected in the glory of that flag.

Gentlemen, we have got to forget about the past, not only for our own sakes, but because it is the order of the day. Every other industry is marching forward on the highway of efficiency, and that is for

the nation's good. The government makes challenge to you to do it. Your conscience approves of that course. Why can't you do it?

I am amazed to learn, gentlemen, that in this great essential industry there should be any question about the fact that the men who make the lumber should not indeed control and have the full say as to the grades. I wonder how long such an absurd and cross-wise proposition would exist in any other industry in our country other than the lumber industry?

Let me tell you that there is not a man in the lumber industry that is not interested in the export trade, because an effective and well organized program for the exploitation of our foreign commerce in the lumber industry will relieve the tension in your domestic markets and aid every man that owns a tree or has a saw, or who is distributing lumber products.

When you think of that great empire on that European continent, less in area than one of our states, yet that by the might, not of her military arm alone, but of her industrial efficiency, is able to challenge the world to compete, you can get some conception of what could be achieved by organization—organization. And if we do not achieve it, we fail, and we fail in a great race.

In your various units of activity, without coöperation, without understanding, without any habit of mind that helps the other fellow or helps yourselves, you are putting your lumber on the market regardless of conditions, thereby breaking the market, thereby selling your product and making the other fellow sell his at less than cost. Is that the kind of competition that the law meant should be conserved?

We have been going about in this country with our chest out preening ourselves that we were the cocks of the national walk, that there was nobody quite so smart as we Americans, that we were the whole thing; and we looked with more or less pity upon the people who hailed from foreign climes. Gentlemen, the only thing in God's world that has saved us from ourselves is the fact that God gave us so much wealth, such a broad and fertile land, that we could not destroy ourselves, could not entirely disorganize ourselves.

There never was any value in the price-fixing program. It stops all progress, and it put a premium upon inefficiency. The careless and the wasteful man, the laggard, through such an agreement, would get just as much for the product as the efficient, economic and progressive man. That should not be the case. Price agreements are wrong; they are morally wrong. They are a stumbling block to progress. But price stability is right, is essential, is necessary.

Here you have an industry that has a capacity of 117,000,000,000 feet per annum, with a consumption of 40,000,000,000 feet. Here you have an industry one-third of the saws of which lie silent because men invested their money in it without an understanding of the conditions. We cannot seem to realize that this great industry has settled down to orderly processes; that no longer can money be made in it in a speculative way.

(Continued from page 41e)

common and better × realization No. 2 common and better) + (per cent No. 3 common × realization per M No. 3 common).

The gain or loss per M net lumber tally is thus the difference between the realization and the total costs. The gain or loss per thousand feet, Doyle scale, is greater or less than the cost net lumber tally depending on the overrun; that is,—

Gain or loss per M, Doyle scale = (gain or loss per M net lumber tally) + (per cent overrun × gain or loss per M net lumber tally).

-41f-



J. J. LINGLE, WESTBORO, WIS.,



C. H. WORCESTER, CHICAGO,



GEORGE E. FOSTER, MELLEN, WIS.,



Hemlock and Hardwood Meeting



The members of the Northern Hemlock and Hardwood Manufacturers' Association held their annual meeting at Milwaukee, Wis., January 25 and 26. Officers for the coming year were elected, rules and by-laws were amended in several particulars, and a number of instructive papers were read.

The address of President J. T. Phillips revealed a satisfactory condition in the affairs of the association and a likelihood that the coming year will bring a continuance of good business. Lumber prices have been such that the manufacturers have been able to put the balance on the right side of the ledger, for the first time in some years.

The report of the treasurer, George Foster, was read by Secretary Swan, and showed that the association's finances are in a satisfactory condition. The secretary's report was not read but was ordered incorporated in the minutes of the meeting.

The address of R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, was devoted chiefly to an account of what is being accomplished to increase the scope of work of the national association. Already the California Redwood Association and the Michigan Hardwood Manufacturers' Association have voted assessments of one and one-half cents a thousand feet on shipments, to go into the funds of the National association, but not to become due until ninety per cent of the affiliated associations vote the same assessments. Indications now are that the required coöperation will be forthcoming, and when that has been assured, President R. H. Downman will call a meeting in Chicago to determine how the fund is to be spent to do the most good.

CHANGES IN GRADING RULES

George H. Chapman, of Stanley, Wis., read the report of the bureau of grades; and each point was discussed and action was taken, one by one. There appeared to be little difference of opinion that certain changes were desirable. He stated that his committee was in harmony with the grades committee of the Michigan association, and the convention authorized the bureau of grades to place the hardwood rules which were desired before the National Hardwood Lumber Association in order that they may be incorporated in the standard hardwood rules at the June convention. It was stated that there is every reason to believe that favorable action will be taken on the rules. At the suggestion of Mr. Chapman, the bureau of grades was reduced in membership from ten members to five in order that it might handle its work with greater efficiency. Mr. Chapman also presented a pro-

posed rule for No. 3 hemlock yard grade, and after some discussion it was referred back to his committee with the suggestion that the committee prepare and present to a future meeting rules covering No. 3 dimension and No. 3 box in hemlock, including one-inch stock.

KILN DRYING HEMLOCK

H. D. Tiemann, of the Forest Products Laboratory, Madison, Wis., addressed the meeting on the subject of kiln drying hemlock. He maintained that when the proper sort of a kiln is used the grades will not be lowered, but rather they will be raised, about what would result from air drying. This had been proved by actual experiments at the laboratory where hemlock had been dried by both methods. He said that one-inch stock can be brought to a dry weight of 2,300 pounds in two days and that two-inch stock may be dried in six days, where the lumber is piled flat, but that if it is piled on edge the time of drying one-inch stock may be reduced to forty hours. He said that the profit from kiln drying hemlock comes largely from reduced freight rates, the possibility of operating on a smaller amount of capital with a consequent frequent turning of stock and the saving in handling.

The substitution of one wood for another was the subject of an address by E. C. Lowe, an architect of Chicago. The point which was used to illustrate his argument was that birch is often employed as a substitute for mahogany in interior finish; and if it is satisfactory as a substitute, why should it not be used under its own name and on its own merit? He spoke highly of birch as an interior wood, because of the facility with which it may be finished in many colors and tones to harmonize with its surroundings. It is now the custom to study harmony very carefully in interior finish.

GUARANTEED BIRCH

Edward Hines, of Chicago, addressed the meeting on the topic, "Guaranteed Birch—A New Force in Lumber Merchandising." The speaker laid down as a proposition that every piece of birch lumber that is shipped should have stamped upon its surface the grade, name of the manufacturer, trademark of association and such other marks of identification as may be decided necessary after careful investigation of the needs of the situation.

This is necessary to prevent manipulation and mixing of grades by jobbers who have no farther interest in birch than to secure what commission or profit they can from making the sales. The promotion of this wood will be further enhanced by so standardizing and branding the grades and pieces that a certain kind can be secured in any

quantity desired, if not from a single manufacturer, then from several. It is believed that judicious and persistent advertising will largely increase the demand for birch, resulting in larger orders for certain kinds, and one of the reasons for branding is to make it possible to take care of orders of all sizes. The lower grades in particular are in need of a wider market, and it is believed that a vigorous advertising campaign will do more than anything else to bring about that desired result.

Mr. Hines presented four recommendations for conducting a greater birch campaign and for guaranteeing the product, which are summarized as follows:

1 A thorough standardization of grades; 2 The branding of every piece of lumber with an association trademark, name of the manufacturer and grade, and such other designating marks as may be found essential; 3.—The association inspection should be found a settlement arranged where branded lumber is not up to the orand guaranty. The association should be protected by a bond from every company licensed to use the brand, and bonded certificates of inspection should be issued on all shipments; 4.—Provision should be made for scouring funds with which to conduct a practical campaign for securing accurate knowledge of the requirements of the consumer and the operation of a comprehensive and forceful advertising and publicity campaign.

The merchandising of lumber from the viewpoint of the professional advertiser was discussed by J. B. Crosby, of the Crosby-Chicago Advertising Agency, in which he took for his text: "It Is Better to Make a Market than to Meet the Market." Advertising, when properly used, has power to create a market by causing desire or stimulating curiosity in the prospective purchaser.

William B. Greeley, of the Forest Service, spoke on markets abroad and the agencies and policies in foreign countries which are now shaping them. A large part of his address was devoted to a discussion of this country's timber resources and the industries which are dependent upon them.

CHANGES IN THE BY-LAWS

The by-laws of the association were changed to provide for a regular association bureau to be called the Bureau of Statistics and Education Information, in accordance with the following:

This bureau shall consist of twelve sales managers actively engaged in the sales department. One member from each district shall serve for three years, one from each district for two years and one from each district for one year—and annually one member from each district shall be chosen by the committee to serve for three years.

Any member who, except for sickness, refrains from attending two consecutive meetings, cancels his membership and the balance of the committee elects to fill the vacancy.

The districts to consist of upper Michigan, western Wisconsin, central Wisconsin and eastern Wisconsin.

Meetings shall be held monthly at the call of the chairman at such time and place as he may select. The committee shall gather information on market conditions, stock on hand, sold and unsold, consider carefully the market conditions and general situation as it applies to competitive woods and shall monthly, or as often as is necessary, issue information to the members of the association, through the secretary's office, conveying to them such information and recommendations as they may have to make on anything of interest, in connection with stocks on hand, market conditions, and everything for the betterment of the industry.

BUREAU OF PROMOTION

A report by Chairman McCullough, of the Bureau of Promotion, outlined the work being done by that important branch of the association. The bureau consists of five members whose duty it is to compile information concerning the uses of woods manufactured by the association, and to promote an extension of uses where practicable to do so.

The use of birch as interior finish in some of the finest buildings in the United States was cited as proof that this wood meets the most exacting requirements demanded of interior finish. The Massachusetts Institute of Technology, in Boston, regarded as the handsomest school building in America; the Hotel MacDonald, Edmonton, Canada; William Penn Hotel, Pittsburgh; Hotel Astor, New York; Grunewald Hotel, New Orleans; Palace Hotel, San Francisco, and many other prominent hotels, office buildings and apartments trimmed in birch are evidence of this wood's high character.

The attitude of the association on the question of reconsignments of lumber was set forth as follows:

Resolved, That a reasonable rule should be imposed by 1 the Interstate Commerce Commission on Interstate traffic for the privilege of reconsign-

ment, and $tt \to a$. Nowlet a paid for in a separate charge for each reconsignment.

The veneer manufacturers of the territory attended the meeting, being particularly interested in the plans for advertising birch, and at the next meeting of the Rotary Birch Club will consider allying themselves with the greater birch campaign by giving it suitable financial support.

Over one hundred reservations were made for the annual dinner which was held at the Pfister Hotel on the evening of the first day. There were no speeches, but the occasion was enlivened by music and entertainers.

ELECTION OF OFFICERS

The election of officers for the succeeding year resulted as follows:

Prisident J. J. Lingle, Westboro, Wis.

VICE PRESIDENT -- C. H. Worcester, Chicago.

TREASURER George E. Foster, Mellen, Wis.

DIRECTORS W. B. Clubine, Park Falls, Wis.; H. H. Heineman, Merrill, Wis.; A. C. We'ls, Menominee, Mich.; J. T. Phillips, Green Bay, Wis.; R. B. Goodman, Goodman, Wis.; M. J. Quinlan, Soperton, Wis.

The following chairmen of bureaus were then elected:

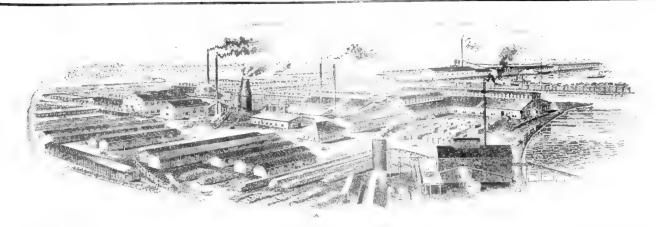
Bureau of transportation, A. L. Osborn, Oshkosh, Wis.; bureau of grades, George H. Chapman, Stanley, Wis.; statistics and educational information, H. H. Butts, Park Falls, Wis.; hemlock promotion bureau, M. P. McCullough, Schofield, Wis.

The new board of directors met immediately after the adjournment of the annual meeting and reëlected O. T. Swan secretary for 1917. They also empowered Secretary Swan to employ an assistant secretary to take the place of Assistant Secretary O. A. King, who will leave shortly to take up his duties as secretary of a commercial organization. No other business outside of the usual routine was conducted.

Logging Conditions Improved Around Memphis

The weather has been rather unfavorable in this territory recently for getting out logs though it is somewhat improved at present as it is now clear and as the ground is frozen over important areas. This makes the hauling of logs a comparatively easy matter and also tends to increase the amount of timber being cut. The larger mills here and elsewhere throughout the Memphis territory have enough logs on hand to keep them going and they are therefore working at something like capacity. A number of the smaller mills, however, are less fortunate in this respect and some of them are now either closed down altogether or are running intermittently. . These smaller mills cut a quite important figure in the total production of southern hardwoods and the interruption to operation on their part is appreciably reducing the amount of lumber being put on sticks. The Valley Log Loading Company is going ahead steadily with the loading of logs and has enough timber in sight to insure full loading for some weeks yet. The Mississippi has shown another rise during the past two weeks but the crest has already passed Memphis and there is nothing in the volume of water now in sight to suggest flood conditions in the immediate future. Lumber interests, however, are aware of the fact that the time for flood in the Mississippi is not far distant and they are keeping a close watch on developments in this direction because of the vast interference with their whole plan of work exercised by this one particular influence. Every effort is now being made to cut and haul all the timber possible for the double reason that developments later may seriously hinder this work and that present indications point to the need of large supplies for the mills.

This brings up the question of southern hardwood supply and also prospects for business. It is generally believed here that supplies are not heavy and it is likewise felt that there is going to be demand enough for all the lumber that can be manufactured whether the United States gets into the European war or not and whether peace comes in the near future or is to be seriously delayed. As already suggested, manufacturing operations are being curtailed through conditions over which the smaller mills are able to exercise no control. Meantime lumber is being shipped just as fast as facilities can be provided for handling it. There is no doubt that traffic conditions are decidedly less favorable now than they were two weeks ago. A number of the southern roads which raised their embargoes then have reinstated them:



Northwestern Cooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapolis, Minn.

GLADSTONE. MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring and are said by dealers to hold trade. We NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

The Mail Bag

B 1095-Want Hickory

San Francisco, Cal., January 24 .- Editor HARDWOOD RECORD: We are in the market for a car of 3" firsts and seconds hickory, dry stock, and would like quotations and information regarding any available.

B 1096-Various Kinds of Logs Sought

New York, N. Y., January 26 .- Editor Hardwood Record: We are going to be in the market shortly for quite a few carloads of ash logs to be shipped with the bark on. Our parties want to buy these logs 13 1/2' to 27' long and from 14" and up in diameter. We presume that these logs would be measured on Doyle Scribner rules, small end, small way, and that they would be measured inside the bark.

There will also be several carloads of cottonwood, hickory and other oak logs wanted. If you would be interested in this proposition, we would be very glad to go into the matter further with you. In the meantime, kindly advise us what kind of deliveries could be expected if orders were placed. Please advise promptly. Delivery will be wanted by carload, New SUMNER LUMBER COMPANY. York rate of freight.

B 1097-Basswood and Gum

Omaha, Neb., January 29.-Editor Hardwood Record: Can you put us in touch with some of the lumber mills manufacturing basswood, kiln-dried in thickness from 11/2" to 3" in standard sizes? Also gum wood of the same sizes. For your information, our work consists of fancy wood turnings such as lamps, pedestals, etc., and we find that the above woods are most suitable for our purposes.

B 1098—Oak and Maple Glued-Up Stock Philadelphia, Pa., January 25.—Editor Hardwood Record: Can you furnish me with a list of manufacturers who glue-up table, desk and furniture tops? We take stock as short as 15" and 17" long, soft maple and oak, glued-up, and could take 50,000 feet per month. We could confine our needs to the 15" and 17" lengths from manufacturers who have the sale of longer stock, and could also use stock of the above lengths in random widths, provided it was well kiln dried and glue set up ourselves.

B 1099—In Market for Locust Square Charlestown, Mass., January 25.—Editor Hardwood Record: I am in

the market for several carloads of locust square stock cut from 1" to 1%" square by the 36" "step," and from 14" to 42", by the 2" "step," and write you with a view to ascertaining if you can put me in touch with some wholesale lumber concern who might be able to furnish the above.

B 1100-Bundling Machine Needed

New York, N. Y., January 31.—Editor Hardwood Record: Please let us know who are the manufacturers of kindling wood machines (bundling machines

Clubs and Associations

Wholesale Lumber Dealers to Meet

The date for the twenty-fifth annual meeting of the National Wholesale Lumber Dealers' Association has been set for March 21 and 22, at William Penn Hotel, Pittsburgh. President Knight has appointed the following committee to handle the annual meeting and banquet program: W. W. Knight, Indianapolis, Ind.; M. E. Preisch, North Tonawanda, N. Y.; B. Franklin Betts, Philadelphia; Gordon C. Edwards, Ottawa, Ont.; F. R. Babcock, Pittsburgh; J. B. Montgomery, Pittsburgh; W. H. Schuette, Pitts-

Memphis Lumbermen's Club Employment Bureau Active

At the regular semi-monthly meeting of the Lumbermen's Club of Memphis, held at Hotel Gayoso, February 3, C. G. Kadel, chairman of the committee, appointed to formulate plans by which the rooms finished and furnished by the Lumbermen's Club of Memphis in the home of the Business Men's Club Chamber of Commerce might be rendered useful, reported that since the employment bureau was launched therein January 16, twenty-six positions had been filled and that there were 306 applications still on file for positions with members of the lumber trade. The information given by Mr. Kadel was furnished by Miss Florence Corrington, who is assistant secretary of the club, and who is in charge of this bureau. Included in the list of those for whom employment had been secured were stenographers, engineers, inspectors, commissary men, filers, timber cutters, sawyers and bookkeepers. Miss Corrington is very active and she asked Mr. Kadel to impress on the members of the club the desirability of co-operation with her in every possible way in the work she has undertaken.

J. T. Jones of the Johnson-Tustin Lumber Company, Memphis, was elected an active member.

Owing to the absence of Ralph May, president, R. C. Stimson, first vicepresident, occupied the chair. There were 60 members and visitors present. The usual luncheon was served.

Cedar Shingle Men Hold Meeting

The Northern White Cedar Shingle Manufacturers' Association, which has its headquarters in Oshkosh, Wish, held its annual meeting at the Hotel Pfister, Milwaukee, Saturday, January 27. Though a full discussion was held on the association's affairs no special action was taken besides the election of officers. The changes in grades adopted March 10, 1916, were retained. The officers elected were as follows: President, E. A. Hamar, Chassell, Mich.; first vice-president, W. A. Holt, Oconto, Wis.; second vice-president, John E. Kelley, Sault Ste. Mario, Mich.; secretary, O. T. Swan, Oshkosh, Wis.; treasurer, A. C. Wells, Menominee, Mich.; directors, W. B. Thomas, M. J. Quinlan, Soperton, Wis.; W. B. Earle, Hermansville, Mich.; M. J. Bell, Minneapolis, Minn.; C. A. Goodman, Marinette, Wis.; Benjamin Finch, Duluth, Minn.; F. M. Clark, Ashland, Wis.

The report of Secretary Swan showed that the plan of handling the shingle association affairs in the office of the Northern Hemlock and Hardwood Manufacturers' Association was economical and highly successful. The financial condition was shown to be so reseate that no assessment for 1917 need be placed at present and that the remaining assessments for 1916 need not be called for until the need for further funds actually arises.

The association decided to employ an inspector to visit the mills of the manufacturers on and after April 1. A limited amount of money is authorized to be spent in the preparation of literature to be distributed among retailers in the advertising of the white cedar shingle.

Officers of the shingle association have made a comparative analysis of one hundred samples of composition roofing and presented for consideration together with facts on wooden shingles to municipal authorities contemplating ordinances covering roof construction. No effort is being made, said Mr. Swan, to arouse the interest of retailers in the white cedar shingle situation, especially pertaining to the merchandising field.

President Hamar plans to create a membership campaign to include every manufacturer of white cedar shingles and to increase the sales of shingles by means of exhibits, advertising and inspection.

New Rule Would Hurt Southern Loggers

At a meeting of the Southern Log Association, held in the rooms of the Lumbermen's Club, at Memphis, on February 6, there was considerable discussion of the proposed new ruling of officials of the Yazoo & Mississippi Valley line which will prevent the loading of logs on the main line of this road between Memphis and Cleveland, Miss., at points which are not regular stations. No definite action was taken by the association in regard to this subject but it was announced after adjournment that it will be considered further at a meeting called for February 20. It is the belief of members of the association that an arrangement can be perfected with the Yazoo & Mississippi Valley line by which sawmill men will be given an opportunity to remove the timber from the points in question before the new ruling goes into effect.

The election of officers resulted in the choice of W. A. Ransom, of the Gayoso Lumber Company, as president to succeed his brother. C. R. Ransom. Other officers chosen were: J. F. McSweyn, vice-president. Robert Stimson, secretary and J. R. Rush, treasurer.

Oak Association Goes into New Quarters

The American Oak Manufacturers Association moved into new quarters on the fourteenth floor of the Bank of Commerce and Trust building, Memphis, about the first of the month. Those in charge of the organization had been working very hard to get things in shape to get in it me, and while everything was not completed, the rooms were so far along toward the completed state as to make possible their occupancy.

The main reception room contains a very handsome floor of quarter-sawed white oak laid in herring bone pattern, while the smaller rooms are floored with plain red oak. Oak panels will be installed later. The whole idea is to make possible an accurate presentation of the very pleasing possibilities in the handling of oak for interior work.

Exporters in Productive Session

The National Lumber Exporters' Association met for its seventeenth annual convention at the William Penn hotel, Pittsburgh, January 24-25. President George D. Burgess of Memphis gave a splendid report embodying recommendations which the convention later adopted. These recommendations favored the Webb bill as originally introduced, the Pomerene bill, the National Marine League in its work and any other efforts that will help it build up the merchant marine.

The convention gave former Secretary James McD. Price a rising vote of thanks for his very able services. There was a free discussion on various points, including the merchant marine question and also on Dr. Pratt's proposition from the government that exporters help pay for the export investigations of the lumber markets.

J. N. Woollett, president of the Aberdeen Lumber Company, Pittsburgh, was the only Pittsburgh member of the association, and was host to the visitors at the Davis Theater on Wednesday night, January 24. The Pittsburgh Wholesale Lumber Dealers' Association tendered a luncheon on Thursday.

Chester F. Korn, Cincinnati, well known in exporting circles, gave an able talk on impressions gained during a six months' trip through England, Holland and Germany last year. Mr. Korn's connection on the other side enabled him to get very closely in touch with actual conditions. He said he found the authenticity of the foreign press reports about the same as political news in our own press during national campaigns. He said:

"Writers abroad are engaged to seek news suited to the policies of their purpose and the chief censor does the rest. In this respect all nations are alike, as this median is resorted to everywhere to mold public epinion and through it keep up the courage and the hope of the people who are called upon to make tremend as sacrifices in ignorance of the real conditions that exist."

Mr. Korn said that from his own personal knowledge of the situation throughout the second year of the war, it would be impossible to convince him that either side had yet exhausted its resources. He said that food and munition problems are both in efficient hands and will not be responsible for the early conclusion of hostilities. He said that the money resources on both sides can be made to lost many years. He made the very significant statement that food supplies, munitions and money will survive the living resources whose impairment cannot be restored as rapidly as consumed. "But," he stated, "the supply of men will not end the conflict this year, the next, or the one after."

He spoke of one force which alone should make for peace in the absence of any dominating advantage on one side or the other. He said that so long as the people want war no influence can step it; that public opinion cannot be expressed openly in any of the warring countries as it would be regarded as disloyal, unpatriotic and disgraceful. He said that when once the public has the courage to express the opinions which undoubtedly exist in the hearts of all of the peoples engaged in the war, and when this sentiment is expressed openly, then the spirit of the war will be broken. He said:

"It is my belief that the administrative heads are already conscious of this psychological condition, which is fast developing. The war could last for several years, but it won't. The ice is already broken and an armistice will be declared before another winter sets in. After that not another shell will be fired."

Referring to conditions here after the war is over, Mr. Korn said that there will certainly be a readjustment in certain directions just as at the time the war started. Some business will suffer until the whole structure gets its bearings. Capital will be timid and with labor it will be a case of "fire and hire" to meet changing conditions. He said, however, that restricted immigration has created a dearth of unskilled labor, which will insure some kind of a job for everybody. The crux of the situation will be the avoidance of overproduction and intelligent expansion of markets along lines which this country has not attempted before. This expansion must be backed by wise legislation. He said, in speaking of hardwood exports, that he would not look for immediate heavy movement; that the ocean freight rates will remain high for a long period, and that there will be little placing of contracts with the prospect of declining freight rates. He stated that while importers on the other side were forced and eager to take in almost any commodity regardless of quality, price or freight charges, the condition when the war is over with freight charges going in the other direction, will be just the reverse. Inspection will be rigid and exporters must watch quality and quantity very closely.

With the Trade

Will Rebuild Green River Mill

The Green River Lumber Company has already begun preliminaries to the reconstruction of its hardwood mill in North Memphis which was destroyed by fire February 3, with an estimated loss of \$75,000, fully covered by insurance. The debris is already being cleared from the site and it is announced that no time will be lost in getting a new mill in operation. Officials of the company have made no announcement of the exact size or character of the new plant but it is understood that it will be quite as large as, if not larger than, the one destroyed. The fire occurred outside the city limits and the long run the fire department had to make, as well as a scarcity of water, rendered its work quite difficult. However, while it was unable to save the mill and much lumber, it did succeed in saving the offices and records of the company as well as some lumber and a number of outhouses. S. M. Nickey is president of the Green River Lumber Company and, as he is interested in the other Nickey mills at this point. it is probable that contracts of the Green River Lumber Company will be filled as far as possible by the allied companies.

J. D. Allen Joins George C. Ehemann J. D. Allen, Jr., has formed a partnership with George C. Ehemann, at Memphis, Tenn., and they will conduct a wholesale business in southern hardwoods under the firm name of Geo. C. Ehemann & Co., which has been used for some years by Mr. Ebemann. The entrance of Mr. Allen into this firm means a substantial increase in the capital stock thereof and also a decided expansion in the scope of its operations. It will not manufacture any lumber but it will take the output of a number of mills which it will finance. Mr. Allen brings a wide experience to his new connection. For the past six years he has been vice-president and secretary, as well as sales manager, of the I. M. Darnell & Son Company, Memphis, in which capacity he sold lumber in both domestic and foreign markets. For the fifteen years preceding he was identified with the J. W. Thompson Lumber Company in both the manufacture and sale of lumber, with the result that he is familiar with all operations from the stump to the censumer. He is a former president of the Lumbermen's Club of Memphis and is vicegerent snark for the western district of Tennessee.

W. R. Locke Doing Good Business

As previously announced in Hardword Record, W. R. Locke, formerly of the Hutchinson Lumber Company, Huntington, W. Va., started in business for himself on December 1. Mr. Locke is operating under the style of the W. R. Locke Lumber Company and handles hardwood lumber in a wholesale way. He is marketing high grade West Virginia stocks, mainly in Ohio, Indiana, Illinois. Michigan, Pennsylvania, Maryland, New York and castern states. Mr. Locke has been in Huntington for the past twelve years. He was one of the organizers of the Hutchinson Lumber Company and was vice-president, secretary and sales manager up to the time of organizing his new business.

Handle Company Officers Elected

At a recent meeting of the Manistique, Mich., Handle Company the following officers were chosen: II. T. Baker, president; W. A. Le Duc, vice-president; V. I. Hixon, secretary; W. J. Shinar, treasurer; and the directors chosen are, V. I. Hixon, H. T. Gormely, Frank Shirk, W. A. Le Due, II. T. Baker. Plans were reported under way for an extension of the business of the concern.

The Passing of an Admirable Character

In the death of Capt. E. A. Smith, president of the H. B. Smith Machine Company, Smithville, N. J., American industry lost a most energetic, active and capable man. Mr. Smith was born at Woodstock, Vt., sixty nine years ago. He was employed for a short time at his father's factory at Smithville, but not favoring the office work to which he was assigned, he soon left for Philadelphia and shipped before the mast. It was on the sea that he earned the title captain, his natural qualifications bringing him to that position within a short time after his initial cruise. Eventually he landed at Savannah, Ga., entering the stevedore business and augmenting this work with lightering. In course of time he built up a fortune of very substantial proportions, in fact, enough to enable him to retire from active business life.

However, at the death of his father, which gave to Captain Smith controlling interest in the machine company, he bent all of his energies toward acquiring an accurate knowledge of the conditions in that business and then accepted the presidency. The force of his character and the logic of his methods soon resulted in the very maximum of results in the organization.

With the death of Captain Smith, he is succeeded in the presidency by his son, Elton A. Smith, while another son, Erle J. Smith, has become manager. Besides his two sons, Captain Smith leaves a widow and five daughters.

Our Lumber Purchases from Canada

The people of the United States buy pretty liberally of Canadian lumber and other forest products. The figures given below are quoted from official statistics of the Canadian Department of Trade and Commerce, and cover the years from 1908 to 1916. The percentages represent the proportion of sales made in the United States to the total Canadian production:

Year		Lumber	rorest	Manutactured
			products	wood
1908		per cent	62 per cent	74 per cent
1909	63	per cent	66 per cent	62 per cent
1910	62	per cent	67 per cent	70 per cent
1911	57	per cent	63 per cent	78 per cent
1912		per cent	62 per cent	75 per cent
1913	64	per cent	69 per cent	73 per cent
1914	61	per cent	69 per cent	70 per cent
1915	67	per cent	73 per cent	76 per cent
1916	63	per cent	67 per cent	83 per cent

United States Exports Mahogany

A trade item in a British lumber journal states that "some fair parcels of mahogany lumber have come to hand this week from the United States." This is a change from the former direction of shipments. It was not long ago that the people of the United States received much of their mahogany from England, where it was assembled from various producing regions of the world. It appears that it is now being assembled in the United States and from here is being exported.

Philippine Woods

A bulletin of nearly 300 pages, under the title: Commercial Woods of the Philippines; Their Preparation and Uses, has been compiled by E. E. Schneider, wood expert of the Philippine Bureau of Forestry, and published by the Insular Forest Service at Manila. There appears to be no information accompanying the bulletin as to where it may be obtained or at what price, but, presumably, it may be procured through the United States Forest Service at Washington.

Those who are interested in Philippine woods will find it worth while to read this bulletin, which is filled with information of a practical kind concerning the qualities and uses of the principal timbers of the islands. The American reader might have liked it better if measurements had been given in our system instead of the metrical system, and if values had been stated in our money instead of Philippine. The names of the trees are in the native dialects and seem strange and outlandish to us; but that could not well be otherwise. Mr. Schneider has done an excellent piece of work in compiling the bulletin. It is a cyclopedia of information on Philippine woods.

Comparative Statement of Building Operations for January

An eleven per cent increase in the total estimated cost of buildings, permits for which were issued in January in 105 principal cities of the country must be regarded as an altogether favorable index to business in construction work, the comparison being made with January last year. The number of permits is 14,227, which compares with 13,379 for January, 1916, an increase of 6 per cent. Assuming the average size of the structures to be the same as last year, the gain in volume is thus seen to be made up in part in the increased number of buildings and in part in the increased cost of building, as compared with a year ago. No doubt both factors exist in the statement.

There have been some additional advances in the prices of building material during January and the relatively high costs have no doubt induced some prospective builders to delay actual work temporarily. The present volume of construction work seems to represent in large measure that for which there is urgent need. And that work of that description exceeds by a very substantial margin the entire operations of a year ago bespeaks an expanding volume of general business.

The actual official figures for these permits, issued in 106 cities in January as received by the American Contractor, Chicago, total \$55,910,349, as compared with \$50,490,041 for January, 1916. There is the usual diversity in the individual showings, 61 of the cities showing gains and 44 losses in the comparison. Both New York and Chicago enter the new year at a slackened pace but many of the other larger cities are breaking the earlier record.

Hardwood News Notes

=≺ MISCELLANEOUS >=

At Mount Gilead, N. C., the White Oak Chair Company has incorporated. The Ritter Flooring Company has been incorporated at Welch, W. Va. The Logan Planing Mill Company has been incorporated at Logan, W. Va. The Defiance Box Company of Defiance, O., recently suffered a \$10,000 ire loss.

The Pickens Lumber Company has been incorporated at Parkersburg, W. Va.

At St. Louis, Mo., the Christman Veneer & Lumber Company succeeds W. E. A. Christman,

The plant of the Schhoenthaler Manufacturing Company, St. Louis Mo., is to be sold at auction.

A recent incorporation at Black River Falls, Wis., is the McGillivray Lumber & Manufacturing Company,

An involuntary petition in bankruptcy has been filed by the Whittier Manufacturing Company, Atlanta, Ga.

An involuntary petition in bankruptcy has been filed by the Carey Box & Lumber Company, New York, N. Y.

The Brown Cabinet Manufacturing Company, Milwaukee, Wis., has filed an involuntary petition in bankruptcy.

Merrill & Co., of Kansas City, Mo., has changed its firm name to the

Kansas City Hardwood Lumber Company.

At Dubuque, Iowa, the Key City Furn ure Company has sold out to

the Stilson Specialty Manufacturing Company.

The Marion Navelty Company has been incorporated with \$50,000 control

The Marion Novelty Company has been incorporated with \$50,000 capital at Marion, N. C., to manufacture sash and doors.

The Franklin Manufacturing Company, with \$15,000 capital, has been incorporated at Franklin, Ind., to manufacture furniture.

The Landeck Lumber Company of Missouri, recently opened offices in the Wright building, St. Louis, to wholesale yellow pine and hardwood lumber.

The Detroit Door & Sash Company has been incorporated at Detroit, Mich., by Roswell G., Edgar C., and Edgar G. Curtiss. Capital stock is \$25,000.

With \$20,000 capital Edward C. Wirth, M. Lang and Ernest Borgel have incorporated the Wirth, Lang & Borgel Company at Louisville, Ky., to manufacture store fixtures.

It is reported from Alexandria, La., that the Alexandria Oar and Handle Company is organizing at that place, as is the Winnebago Manufacturing Company at Rockford, Ill.

The Globe Folding Box Company, with a factory at Northside, Cincinnati, O., will erect a plant on the south side of Mitchell avenue, near the C. H. and D. Railroad in Winton Place, where it purchased 2.63 acres of land last fall.

L. F. De Bordenave recently resigned his position with the American Lumber & Manufacturing Company, Pittsburgh, Pa., and opened a suite of offices in the Land Title building on his own account, doing business partly on a commission basis, but mostly jobbing.

The capital stock of the Lincoln Mill Company, Chicago, has been reduced to \$10,000.

The Chicago Cabinet & Fixture Company has incorporated in this city. Manufacturers of walnut met in Chicago on Thursday, February 8, in a conference at which were taken up many subjects important to walnut

producers. Among those present were: George W. Hartzell, J. C. Rodahafer and H. E. Glaeser, all of George W. Hartzell, Piqua. O.; R. L. Jurden, Penrod, Jurden & McCoxol., Memphis, Tenn.; Alexander Schmidt, Cincinnati, O.; J. N. Penrod, Penrod Walnut & Veneer Company, Kansas City, Mo.; V. L. Clark, Des Moines Saw Mill Co., Inc., Des Moines, Iowa; Mr. Haskell, Pickrel Walnut Company, St. Louis, Mo.; L. C. Moschel, Langton Lumber Company, Pekin, Ill.; Max Kosse, Kosse, Shoe & Schleyer Company, Cincinnati, O.

The capital stock of The Cable Company, city, has been increased to \$4,000,000.

—< BUFFALO >—

Thomas H. Wall, one of Buffalo's most popular lumbermen, was married on February 6 to Miss Josephine Foster of Niagara Falls. An eastern wedding trip followed the ceremony.

While cars from the South are reported to be a little easier, there is more than the usual amount of complaint from shippers in the Canadian trade. One shipper reports that he has spruce bought in New Brunswick and finds the cars so far impossible to obtain. Lack of motive power is the principal reason for the slow movement of freight in Canada, as well as the lack of men to repair the locomotives that are disabled. The Canadian authorities at Bridgeburg say they have many empty cars, but not enough engines to keep the cars moving, and the same is true at other points.

The L. W. Tarbox Lumber Company is cutting timber on its tract at Lewis, in Livingston county. It is mostly pine, hemlock and hardwoods, including oak, ash and chestnut.

The Buffalo Hardwood Lumber Company states that the volume of January business was good. The company has been selling a large amount of birch, among other woods.

The Atlantic Lumber Company finds the demand for hardwoods good, especially in maple. Oak is doing fairly well, while basswood is one of the best sellers on the hardwood list.

Miller, Sturm & Miller state that the lumber demand extends to a number of different woods, with maple leading. Others in fair demand are birch, ash and basswood.

The Hugh McLean Lumber Company reports an increased firmness in both plain and quartered oak. Demand is fair, in spite of the adverse influence of railroad embargoes.

The Standard Hardwood Lumber Company states that the furniture trade is on a fairly active scale and better than the trim business, which is held back by bad weather. Prices are holding firm.

O. E. Yeager recently went to Palm Beach to spend a vacation of several weeks. The yard reports quite an active inquiry for hardwoods.

Blakeslee, Perrin & Darling say that the hardwood trade continues good for this season. Maple prices have been getting firmer lately and oak is also showing an advance.

G. Elias & Bro, are finding a better demand for maple, with prices showing an advance. The yard has been receiving stock lately from both the West and Southwest.

Taylor & Crate have a good stock of oak, ash, gum and cypress at their Mississippi mills and report a fair demand for stock. The car situation in the South is said to be somewhat easier,

=< PITTSBURGH >----

E. H. Shreiner of the E. H. Schreiner Lumber Company made a trip to the hardwood mills in the South lately. He is in splendid shape to take care of his hardwood trade this year.

E. V. Babcock of the Babcock Lumber Company visited the company's big operation at Tellico Plains, Tenn., recently. Fred R. Babcock of the same company is working hard with the Pittsburgh Chamber of Commerce to get ready for the big wholesalers' convention here in March.

The Kendall Lumber Company is doing an excellent business in hard-woods and its mills are running steadily. Sales Manager Young reports very little easing up, however, in the car situation.

J. N. Woollet, president of the Aberdeen Lumber Company, looks for even higher prices before spring on gum and cottonwood. His stocks of these woods are by far the best in his history.

The J. C. Donges Lumber Company shipped twice as much lumber last month as in January, 1916. Mr. Donges says it is simply a case of taking care of your trade, not of hunting more business.

A. J. Munsell, formerly of the Satler-Munsell Lumber Company, is now a leading salesman for the Frampton-Foster Lumber Company, one of the biggest wholesalers in oak in this section.

The Acorn Lumber Company believes that there will be an excellent demand for hardwoods this year. The tremendous activity in the manufacturing plants and with the industrial concerns makes it certain that all of these will be likely buyers of lumber and will have to pay the prices that are asked.

====**≺** BOSTON **>**====

Effective Feb. 4, the Boston & Maine Railroad declared an embargo on freight (with certain exemptions) coming to New England via Rotterdam Junction. This, together with the current New Haven forwarding embargo, re-establishes the severe limitations on transportation to this section.

Bankruptcy proceedings on Murphy & Robson of East Cambridge, Mass.,

have been halted pending negotiations for the appointment of a receiver, hearing on the case having been held before Referee Warner of Boston,

The Atlantic Lumber Co, has moved to an extensive suite in the Mason Building, Boston, and Herbert F. Hunter has installed his newly organized hardwood business at Room 63 in the same building.

The Stevens Lumber Co. of Boston has been incorporated in that city; capital \$25,000; president, R. H. Stevens and treasurer, Frank G. Swain. The offices of the corporation are at 50 Congress street.

===< BALTIMORE ≻====

M. S. Baer of Richard P. Baer & Co., is back from a three or four weeks stay at Hot Springs, Va., very much benefited by the vacation and once more hard at work. His brother, Richard P. Baer, has taken a trip South as far as Mobile, where related interests operate a sawmill. Mr. Baer not only went to see how work at the plant is coming on, but he also got in touch with various millmen in the South to obtain first hand information about trade conditions.

The contract for some 300,000 feet of maple flooring, to be used in the construction of the new pier to be built for the Baltimore & Ohio railroad at Locust Point, Baltimore, has been secured by John S. Helfrich, who has an office in the Law building. The contract for the lumber as a whole went to the James Lumber Company, which arranged with Mr. Helfrich to supply the flooring. Altogether the pier will call for more than 2.000,000 feet of lumber, most of it heavy yellow pine. A member of the James company has been down South recently looking up suitable stocks.

Otto Duker, who will be eighty five years old next month, and who has been the senior member of the firm of Otto Duker & Co., one of the most prominent lumber and planing mill concerns in Baltimore, is believed to be dying at his home. His physicians say he cannot live longer than a few days. Mr. Duker has been associated in the firm with his two sons, Herman H. and Henry P. Duker, and is held in the highest esteem. He virtually retired from active business years ago.

Thomas P. Christopher, for years actual manager of the firm of Amos Bright & Co.. Baltimore and Holliday streets, wholesale dealers in and exporters of hardwoods, has acquired control of the firm, with which he became connected when it was first organized, even before that holding a responsible position with its predecessor, P. A. Coniff & Co. Mr. Bright until recently the senior member, has been impelled by failing health to give up various activities. Mr. Bright is a resident of Sutton. W. Va. Mr. Christopher is making a number of improvements at the distributing yard, which the firm established at Port Norfolk, Va., last year.

=**≺** COLUMBUS **>**=

All steam railways have joined in a request to the Ohio Utilities Commission for authority to levy a "reconsignment charge" in handling freight. The question is a new one and will be given study before a decision is given. The movement is designed to give the railways an earning for the multifarious troubles they have with speculators in coal and other materials, who bill cars to one market in a fictitious name then reconsign them to another market where prices are better.

The Harvard Lumber Company, Cleveland, has been incorporated with a capital of \$50,000, to deal in lumber. The incorporators are A. P. Bertram, Thomas Dougherty, Robert G. Blum, R. L. Toben and H. W. Lower.

The Niles Lumber Company, Niles, O., has been incorporated with a capital of \$25,000, to deal in lumber. The incorporators are F. H. Alexander, W. F. Thomas, Chas. E. Newhard, Geo. W. Alexander and W. F. MacQueen.

The C. A. Mauk Lumber Company, Toledo, O., has been incorporated with a capital of \$100,000, to deal in lumber. The incorporators are C. A. Mauk, W. H. Prentiss, E. R. Uehlinger, D. D. Baldwin and Elmer E. Davis.

The Teachout Sash Door and Glass Company, Cleveland, increased its capital from \$100,000 to \$150,000.

The Edgewater Lumber Company, Cleveland, increased its capital from \$50,000 to \$75,000.

The Horning Lumber Company, Ravenna, reports an increase in capital of from \$50,000 to \$125,000.

The Schoepfie Manufacturing and Lumber Company, Sandusky, recently decreased its capital from \$150,000 to \$100,000.

The Cambridge Furniture Manufacturing Company has been succeeded by the Suitt Brothers Manufacturing Company. \cdot

At Marietta the Central Manufacturing and Lumber Company has sold its plant, located on three acres of ground, to the Citizens Lumber Company of Parkersburg, W. Va. The purchasing company will operate the business in connection with a plant at Parkersburg. The Marietta branch will be managed by Jobn Pfaff.

The Swan Creek Lumber & Supply Company of Toledo, O., is building a factory and warehouse at 218 South City Park avenue to cost in the neighborhood of \$18,000.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods in central Ohio territory. Prices are firm and every change is toward higher levels. Buying is about equally divided between factories and retailers. Car shortage and lack of motive power are curtailing shipments to a large extent.

J. A. Ford of the Imperial Lumber Company reports a good demand for bardwoods with prices ruling firm at former levels.

=≺ CINCINNATI >=

The Indiana Heading and Stave Company, Huntingburg, Ind., recently announced the purchase of the timber on Cutshin Creek, in Leslie county. Kentucky, and will begin to cut it into staves in the near future. The nearest railroad station is Hamdin, to which point the finished staves will be hauled for loading. It is understood that the company is negotiating for the purchase of considerably more timber between now and spring.

In the involuntary bankruptcy proceedings of the Woods Lumber Company and others against George H. and Harry D. Riemeier, United States Judge Hollister last week confirmed the report of Receiver Paul V. Connolly and awarded him compensation to the amount of \$316. The assets of the Riemeier Lumber Company were sold at auction recently, the bankruptcy sale being conducted by the Effron Mercantile Company for Receiver Connolly. The assets consisted of hardwood lumber, office fixtures and yard equipment and brought under the hammer \$4,128.98 or 97 per cent of the appraised value.

The Lyons Lumber Company recently was incorporated at Frankfort, Ky., by Green R. Lyons, H. R. Lewis and U. B. Rulette. The new corporation's capital is placed at \$16,000.

Lumber and financial circles recently learned that William A. Stuart had resigned as president of the Hinckley Fibre Company and has disposed of all his large stock holdings. His interests were taken over by James H. Friend, one of the directors and a large stockholder, and he is succeeded in the presidency by Attorney James, of Dayton, O., representing the Friend interests. The company is a New York corporation, owing considerable timberlands and wood pulp and fibre mills in that state, with a capitalization of \$600,000.

It was announced here recently that reductions of five per cent in freight rates on lumber and lumber products from Washington, Oregon, Idaho and Montana to Ohio, Illinois, Indiana, Kentucky, Michigan, Pennsylvania, New York, Maryland and West Virginia have been asked of the Interstate Commerte Commission at Washington by the Western Pine Manufacturers' Association and a large number of lumber companies in the Northwest.

The Kile Lumber and Building Company, Akron, O., recently incorporated with capital stock at \$100,000. The directors of the new incorporation are George II., William L. and E. L. Kile and E. K. and F. F. Richards.

R. A. Tingle and Dwight Hinckley, two prominent Cincinnati lumbermen active in club affairs, were honored recently by newly elected President Shinkle, of the Chamber of Commerce, by important committee appointments. Mr. Tingle is on the executive committee and Mr. Hinckley was appointed to the admissions committee. Especially since the organization of the Lumber Exchange, a subsidiary of the Chamber of Commerce, lumbermen have been prominently identified with the life and progress of the Chamber.

H. B. Schmidt, H. L. Freiberg and Walter J. Eckman, latter president of the Lumber Exchange, were among the delegates representing the Cincinnati Chamber at the annual meeting of the Chamber of Commerce of the United States held in Washington January 31, February 1-2.

The Allen Motor Company, Fostoria, O., at a banquet recently to 200 boosters of the Fostoria Chamber of Commerce, raised \$110,000 stock subscription for a new body plant to be erected in addition to an auto plant on fifty-five acres recently purchased by the company.

Fire recently destroyed the coach sheds and other parts of the Cincinnati, Hamilton & Dayton Railroad's shops at Lima. O., entailing a loss which is expected to reach close to \$100,000. An explosion of chemicals is believed to have started the big blaze. Nearly fifty coaches were in the shops for repairs and all were practically ruined. These shops are the only ones in the C., H. & D. system.

John Daumeyer, aged seventy-one, a pioneer in the carriage and wagon building business of this section, died last week at his home on Vine street, Corryville. For the past thirty-five years Mr. Daumeyer was a member of the well-known firm of Kleine & Daumeyer, manufacturers of carriages and wagons.

==== ≺ CLEVELAND >=

Protection for dealers in hardwoods, as concerns city work at least, is seen in the latest ruling at city hall governing the work of contractors on city work. Heretofore there has been no protection for material men, or those engaged in the actual work on the jobs, in case of failure of the contractors. The surety bonds contained no clause for such protection. From now on, however, the city of Cleveland requires that all surety bonds covering its contracts shall include a stipulation that the bond shall be for the use of the material men, machinery men, laborers and others supplying material, machinery or labor for the work, should they have just claims. This information has been embodied in a letter sent to the Cleveland Board of Lumber Dealers, and Secretary J. V. O'Brien, of the board, is sending copies of the letter to all hardwood and lumber interests.

Because of the increased cost of fuel and operating, the unprecedented high rate of \$5 per M is likely to be reached in the lumber carrying lake freight trade this season. That this figure will not remain fixed, however, is the opinion of leading interests here, because of the small amount of lumber available. Already the freighters are way short of capacity. While in former years seventy five per cent of the lumber coming to Cleveland

was received by water, only twenty-five per cent was received last year and less than this is likely this season. The proposed new high rate is a reflection of the \$4.50 rate reached last August.

── TOLEDO >=

The Skinner Bending Company recently held its annual meeting and election of officers. C. V. Skinner was re-elected president and F. D. Anderson secretary. There were no changes in the personnel of the officers or directors of the concern. President Skinner reports a fine trade, the best enjoyed by this concern in the past ten years. There is a strong call right now for bent rims coming from the truck, automobile and wagon factories everywhere. The cause for this satisfactory state of affairs is attributed to several conditions. A good many firms have gone out of the bending business during the past year, stocks have been low and the demand unusually good, all of which has created a prosperous situation for such institutions as weathered the gale of hard times.

W. T. Hubbard, largest hardwood dealer in Toledo, reports a satisfactory condition of the market with demand and prices steady.

The Gotshall Manufacturing Company is extremely busy trying to get out the large number of orders which come pouring in. "Car troubles are the bane of our existence right now," stated Mr. Gotshall. "With embargoes on roads in every direction and everybody ordering for quick delivery it is plain to be seen that difficulties follow."

According to published reports the resources of Toledo's fourteen state banks totaled \$50,429,013.36, as compared with \$47,028,699.62 at the time of the September statement. The reserve was 17.6 per cent as compared with 18.3 per cent. The total resources of Ohio banks has increased to \$843,607.759.18

Two large warehouses belonging to the Defiance Box Company, located on the west side of the city, burned to the ground recently. The loss is estimated at \$5,000, partially covered by insurance. The origin of the fire is unknown but was well under way when discovered. A "dead" water main retarded the efforts of fire fighters. The warehouses contained a large amount of material, much of which was crated and ready for shipment.

==≺ INDIANAPOLIS ≻=

The Wayne Show Case Company of Ft. Wayne, Ind., is moving its plant to Columbia City, Ind., where a large factory is to be established in a building that has been purchased. Martin J. Miller of Ft. Wayne, president of the company, announces that much new machinery is to be purchased and that the plant will be equipped to increase production.

The Berne Lumber Company of Berne, Ind., has increased its capitalization from \$35,000 to \$50,000.

The Bimel Spoke and Auto Wheel Company of Portland, Ind., has issued \$50,000 in preferred stock.

Julius C. Wood, seventy years old, president of the Kirby-Wood Lumber Company of Muncie, Ind., died January 29. He was a director of the Merchants' National Bank of Muncie, and had been identified prominently with the business life of Muncie for many years. He was born in Richmond, Ind. A widow, and a son, Charles Wood, the latter being the active head of the lumber company, survive.

Carr & Puttmann, whose sawmill was recently destroyed by fire at New-point, Ind., have rebuilt and enlarged the plant, which now is in operation.

The Ferguson Lumber Company of Rockville, Ind., is enlarging its mill. Announcement was made last week by T. R. Block, manager of the Greer-Wilkinson Lumber Company's yards at Linton, Ind., that the well known Indiana firm that operates many yards throughout the state has changed its name to the Allen A. Wilkinson Lumber Company. Mr. Greer has been dead for about ten years, and his name has been dropped from the firm

=≺ EVANSVILLE >----

The contract has been let for the building of a new addition by the Redding Manufacturing Company, the improvement to be built at once at a cost of from \$6,000 to \$7,000.

The new factory being built by the Whitmore Handle Company at Mt. Vernon, Ind., is nearing completion and machinery is being installed in the building. The factory will be one of the most modern and best equipped in this section.

The next regular monthly meeting of the Evansville Lumbermen's Club will be held on Tuesday night, February 13, when several important business matters will come up. President Worland, who is secretary and general manager of the Evansville Veneer Company, is one of the real "live wires" of this community and it is expected he will put a good deal of "pep" in the club during the coming year, and he is very anxious to increase the membership.

B. F. VonBehren of the VonBehren Manufacturing Company, maker of spokes and hubs, George O. Worland of the Evansville Veneer Company, Henry J. Rusche of the Specialty Furniture Company, and Frank W. Griese of the Evansville Bookcase and Table Company, are among those recently elected as directors of the Evansville Manufacturers' Association.

Announcement has been made that the Murphy Chair Company at Owensboro, Ky., will build a stock room that will be 40 by 240 feet. Work on the building will start as soon as the weather conditions will permit.

Mayor Benjamin Bosse president of the Globe Bosse World Furniture Company and well known among aardwood lumber manufacturers, has announced he will seek re-nomination for mayor in the democratic primaries in March. Mayor Bosse is now serving his first term of four years and during that time has given all the salary drawn back to the city.

Many of the hardwood lumber manufacturers of this section, as well as the owners of several wood consuming plants, report that they are still baving a hard time getting all the labor they want. Manufacturers say that they can not recall a time when it was so hard to get laborers. There are five free employment bureaus in the state maintained by the state, one of which is in Evansville and for the past several months these bureaus have been unable to supply the demand for help. In most instances the manufacturers are paying the highest wages on record.

Veneer manufacturers in Evansville report a good steady trade at the present time and say that indications point to a better volume of business this year than during 1916.

The month of January broke all records for building permits in Evansville, according to Edward C. Kerth, city building inspector. During the month just closed there were fifty seven permits issued and the total valuation was \$94,255. The record exceeded last year by thirteen permits and the valuation by over 862,000, the number of permits for January of last year being forty-four and the valuation \$31,862. In January 1915 and 1914 the respective permits were thirty five and fifty-eight and the valuations respectively \$69,050 and \$70,236. Inspector Kerth is of the opinion that this is going to be a good building year in Evansville in spite of the fact that building materials are advancing steadily.

On February 3 fire destroyed the sawmill of the C. P. White Lumber Company at Evansville, the fire having originated in the engine room. The fire was a stubborn one, the mercury at the time hovering about zero and the firemen suffered intensely. The loss is about \$25,000, partly covered by insurance. The C. P. White Lumber Company moved here several years ago from Boonville, Ind. C. P. White, the manager of the company, has announced he will start at once to re-build the plant.

It is the plan of W. Paul Luhring, vice-gorent snark of the Hoo-Hoo in this territory, to hold a concatenation in Evansville about the last of April or the first of May. It has been four or five years since a concatenation was held in Evansville. Mr. Luhring says it will be an easy matter to get a class of about fifty kittens from southern Indiana, southern Illinois and western Kentucky. The concatenation will be followed by a banquet and it is hoped to have some of the big Hoo-Hoo officials here for

T. M. Cathey, president of the Beligrade Lumber Company, has gone to Louise, Miss., where he is looking after the settling up of the mill at that point recently acquired from Ferd Brenner at Zwolle, La. The timbers for the mill have already been cut at the plant of the company at Isola, Miss., and shipped to Louise, while the mill has also been delivered at that point. It is probable, however, that the mill will not be ready for use until about May 1. The Bellgrade Lumber Company sometime ago acquired a tract of about 5,000 acres of land near Louise and the new mill will be used for the development thereof.

J. H. Bonner & Sons have opened offices in the Bank of Commerce & Trust Company building through which the selling end of their business will be handled in future. H. J. Richards is in charge. Mr. Richards was formerly sales manager of the Tallahatchie Lumber Company. W. C. Bonner will continue to make his headquarters at Jonquil, Ark., and will look after the operation of the mill at that point,

The Miller Lumber Company is making extensive repairs and improvements in the sawmill and box factories it recently acquired from the Indiana & Arkansas Lumber Company at Marianna, Ark., and will place these in operation as soon as this work has been completed. The Miller Lumber Company owns and operates other plants besides those acquired at Marianna and is now quite an important manufacturer of lumber and boxes.

Jas. E. Stark of Jas. E. Stark & Co. left several days ago for the Pacific coast en route to Honolulu. He is accompanied by Mrs. Stark and plans to be gone until about the first of March. It is wholly a pleasure trip.

Building operations in Memphis during January involved a total of nearly \$100,000 in excess of the corresponding month last year. There is still much activity in building circles and, as there are some large projects to be covered by permits to be taken out during the coming month, the showing for February is expected to be quite good.

=≺ LOUISVILLE >=

The Louisville Hardwood Club recently held an interesting meeting, at which a full attendance was recorded, this being the first time for several weeks. H. C. Baldwin, school forester of Harvard University, delivered an interesting talk concerning the work of that department, giving some of the details of the course. He stated that he was taking a semi-post graduate course in forestry, he having at the university's expense undertaken a tour of the various mill districts, where he was getting a lot of valuable information concerning the manufacturing end of the lumber industry, by visiting various saw mills, planers, veneer plants and other manufacturers of wood products.

Other visitor: present at the meeting were C. E. Platter of the North Vernon Lumber Company, and C. E. Talbot, Parkland Planing Mills. Reports were received at this meeting from the various delegates to the lumber conventions, including C, M, Sears, who attended the oak manufacturers' convention, at Memphis: Barry Norman, who attended the gum meeting at Memphis; and Harold Gates, who attended the Indiana hardwood meeting.

W. R. Willett of the W. R. Willett Lumber Company has returned from a two weeks' trip through the South, where he inspected some lumber. The company has just completed remodeling its offices in the Starks

WE MANUFACTURE bandsawed, plain and quarter sawed WHITE AND RED OAK AND YELLOW POPLAR

We make a specialty of Oak and Hickory Implement, Wagon and Vehicle Stock in the rough.

ARLINGTON LUMBER CO., Arlington, Kentucky

Salt Lick Lumber Co.

MANUFACTURERS OF

ak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

WANTED

FOR IMMEDIATE SHIPMENT

3 cars 4, 413 to 17" Cottonwood Box Boards

2 cars 4, 4 No. 1 C. & B. Plain Red Oak

1 car 5 4 No. 1 C. & B. Plain Red Oak

1 car 6/4 No. 1 C. & B. Plain Red Oak

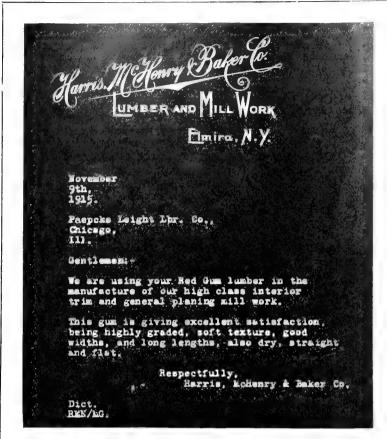
1 car 8 4 No. 1 C. & B. Plain Red Oak

2 cars 8 4 No. 1 C. & B. Plain White Oak

1 car 4 4 No. 1 Shop Cypress, S2S

OUOTE PROMPTLY

Payson Smith Lumber Co. MINNEAPOLIS MINNESOTA



Of course it is true that

Red Gum

is America's finest cabinet wood-but

Just as a poor cook will spoil the choicest viands while the experienced chef will turn them into prized delicacies, so it is true that

> The inherently superior qualities of Red Gum can be brought out only by proper handling

When you buy this wood, as when you buy a new machine, you want to feel that you have reason for believing it will be just as represented.

We claim genuine superiority for our Gum. The proof that you can have confidence in this claim is shown by the letter reproduced herewith.

Your interests demand that you remember this proof of our ability to preserve the wonderful qualities of the wood when you again want RED GUM.

Paepcke Leicht Lumber Company

CONWAY BUILDING 111 W. WASHINGTON ST. CHICAGO, ILL.

Band Mills: Helena and Blytheville, Ark.; Greenville, Miss.

The W. P. Brown & Sons Lumber Company expects to complete its new band mill at Guin, Ala., about April 1. This mill will be complete with planer and dry kilns, giving the company five large mills in Alabama and Arkansas, other mills being at Fayette, Ala.; Brasfield, Allport and Furth, Ark.

The first annual meeting of the Louisville Branch of the Southern Hardwood Traffic Association was held at the Seelbach Hotel on February 6. A good attendance was present, and an excellent report was made by Manager R. R. May.

Examiner A. R. Mackley of the Interstate Commerce Commission presided at a hearing of I. & S. docket, No. 944, relative to rates on logs in car lots, from points on the Illinois Central, in the Dyersburg, Tenn., district to Louisville, New Albany and other Ohio river crossings, the hearing being held in Louisville, February 2. Just after the hearing was called it was announced that J. Van Norman, representing the Louisville branch of the Southern Hardwood Traffic Association, and the New Albany Box & Basket Company, plaintiffs, had effected a compromise with Jos. Hattendorf, general freight agent of the Illinois Central, this compromise being satisfactory to all parties. Under this compromise the rate to Louisville from stations north of Jackson and Memphis, Tenn., and some stations in the Birmingham district, will be advanced one-half cent over the old rate, while New Albany and Jeffersonville, Ind., will get a reduction of one to four cents. Other river crossings such as Cairo, Ill., East Cairo, Ky., Henderson, Owensboro, Paducah, Metropolis, Brookville, Mounds and Mound City, are also affected. The complaint of the New Albany Box & Basket Co., I. C. C. Docket 8428, was consolidated with that of the traffic association, at a preliminary hearing in Louisville several weeks ago.

Col. C. C. Mengel has been in bed for several days as the result of a severe attack of grip. His condition, however, is not considered serious.

The Bowling Green Lumber Company, Bowling Green, Ky., has sold its band mill to E. L. Hendrick and J. J. Sledge of Mississippi, who will transfer the machinery to a large tract of timber in that state. The Bowling Green company will hereafter job hardwoods such as oak, poplar, ash and walnut, operating its old yards at Bowling Green.

The Paragould Handle Manufacturing Company, Paragould, Ark., is establishing a branch plant at Bardwell, Ky., under the management of John N. Lynch, this plant to buy hickory billets, and cut dimension stock for the Paragould plant. It is said that lathes will later be installed, so that completed handles may be made at the Bardwell plant.

The Glasgow Flooring Company, Glasgow, $Ky.,\ is\ now\ running\ full\ time,\ and\ buying\ oak\ logs\ and\ lumber.$

The Mengel Box Company has sold 3,600 acres of cutover land in the

Hickman, Ky., district to Col. C. L. Walker and associates, who will clear the land for a cotton plantation,

Heavy snows in January caused a number of building collapses in Kentucky, the stave mill of Elrod & Co., at Columbia. Ky., having collapsed under twelve inches of snow.

Dissolution notice has been filed by the Rockville Heading Company of Morehead, Ky., following a meeting held in January.

On account of inability to secure coal the plant of the Clearfield Lumber Company. Morehead, Ky., was recently closed down for a few days. The Lancaster Flooring Company, Lebanon, Ky., was forced to take the same

It is rumored that the Interstate Public Service Corporation is planning a waterpower electric plant at White Cloud, Ind., to furnish power to plants and industries in the New Albany, Ind., district.

L. G. Givens timber buyer of Elizabethtown, Ky., recently purchased a carload of dogwood, which was shipped to Bowling Green, to be manufactured into weaving shuttles.

The Jenkins-Essex Company, Elizabethtown, Ky., which recently purchased the Glendale and Vine Grove, Ky., lumber yards, is installing a new planing mill to supply lumber for these new yards.

The Murphy Chair Company of Detroit, Mich., will have its new plant at Owensboro, Ky., in operation about the middle of April, according to recent announcement.

The Wirth, Lang & Borgel Manufacturing Company of Louisville, capital, \$20,000, has been incorporated to manufacture office and bank fixtures. Edward C. Wirth is president; M. Lang, secretary-treasurer, and Ernest Borgel, vice-president and general manager. The two latter men for years were connected with the fixture house of R. Mansfield & Son, Inc., which has just been taken over by Carl L. Wedekind and R. O. Rosen.

The Livermore Timber Company, Livermore, Ky, capital \$5,000, has just been incorporated by C. A. Shaver, K. J. Meyer and W. R. Render, and will do a general timber business.

=≺ ARKANSAS **>**=

Operations have been resumed by the E. L. Bruce Company of Little Rock in its oak flooring mill. The old plant of this company was destroyed by fire on September 20, 1916, but a new plant, thoroughly modern throughout, has been creeted, which has a capacity practically double that of the old one. The fire resulted in practically a complete loss, including the main building, the boiler house and power plant and some of the dry kilns. The loss is placed at \$50,000.

The new plant is equipped with the gravity system of handling lumber,

→ For Greatest Range of Uses ←

and

Easiest Handling

buy the

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

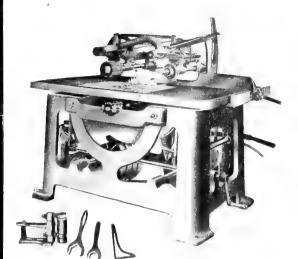
Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material the sawmill takes just as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by



Th: "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

The SINKER-DAVIS COMPANY

INDIANAPOLIS, INDIANA

and is said to be one of the finest mills to be found in the United States. The company is using only about half a crew of men at present, but expects to raise this number up to normal in the next few days when the mill will be run at full capacity.

L. C. Baxter, owner of the Baxter Stave Mills at Jelks, Ark., has sold his holdings, including the mill plant, stock, logs and all equipment, to the Mill Shoals Cooperage Company of St. Louis for \$15,000.

The large tract of timberlands lying about two miles west of Marshall, Ark., and locally known as the McBride tract, has been purchased by the Millard Manufacturing Company, who will erect a stave mill on the tract in the near future.

A band mill will be erected by D. E. Ray in connection with his planing mills at Calico Rock, Ark., in the near future. He expects to manufacture oak, sycamore, cottonwood, hickory, walnut and gum lumber.

Articles of incorporation were recently filed with the secretary of state by the Sand Creek Land & Lumber Company of Rison, Ark. The new company is capitalized at \$10,000 and is owned by E. L. Lendon, Jno. T. Haskins, J. W. Elrod, B. F. Quinn, H. D. Sadler and J. L. Sadler, the incorporators.

---≺ *MILWAUKEE* **>**=

The W. E. Williams Company, DeFere, Wis., started operations in its new hardwood flooring plant in that city on February 1, and the first finished goods went into the stockrooms on February 5. The company has an ample supply of hard maple to insure a steady run for several months, with additional stocks insured after that time.

The Sanitary Refrigerator Company, Fond du Lac, Wis., has taken occupancy of its new warehouse and office building.

The former Bradley Mill at Tomahawk, Wis., now is in operation under the ownership of the Mohr Lumber Company, which has entirely overhauled and rebuilt the plant and added a veneer mill.

W. S. Jellings, Portage, Wis., is cutting thirty acres of timber in the vicinity of Poynette, Wis., with his portable sawrig.

Mrs. Alice A. McMillen, widow of Robert McMillan, late lumberman of Oshkosh, Wis., left a bequest of \$1,000 in cash to the Algoma Street M. E. Church of Oshkosh in her will.

The Wisconsin Woodworking Company, Two Rivers, Wis., is completing extensive remodeling work and changes in the former sawmill of the Two Rivers Manufacturing Company, which it recently purchased. The mill is being converted into a modern woodworking shop, electrically operated throughout, but will retain some sawing capacity.

Auxiliary power equipment, consisting of a ten-horsepower electric motor, has been installed in the planing mill of the N. S. Washburn Lum-

ber Company, Sturgeon Bay, Wis., for the purpose of economical operation when the plant is engaged in light work.

The Sheboygan Couch Company, Sheboygan, Wis., is again running at capacity, the damage wrought by the fire on December 30 having been fully repaired. The loss was adjusted at \$40,000.

The Langlade Lumber Company, Antigo, Wis., elected the following officers at the annual meeting: President, L. K. Baker, Odanah, Wis.; vice-president, George Foster, Mellen, Wis.; second vice-president, Frank Butain, Bayfield, Wis.; secretary and manager, J. D. Mylrea, Antigo, and treasurer, A. R. Owen, Owen, Wis.

The annual meetings of stockholders of the Wisconsin-Arkansas Lumber Company, operating at Malvern, Ark.; the Marathon Lumber Company and Wausau-Southern Lumber Company, operating at Laurel, Miss., were held at Wausau. Wis., last week and all officers and directors were re-elected.

The Allis-Chalmers Manufacturing Company, Milwaukee, has started work on the installation of the big electric power plant in the new planing mill of the Rib Lake (Wis.) Lumber Company. The plant consists of a 22x42 inch simple horizontal non-condensing Corliss engine, Allis type, direct-connected to a 470 k. v. a., engine type, a. c. generator of 120 r. p. m., and one 27.5 k. w., 120 volt exciter of 760 r. p. m. The new sawmill erected by the same company was placed in operation on Feb. 1. It is one of the largest and most modern in the country.

The equipment in the former Harrington Package Company's plant at Crandon, Wis., purchased some time ago by the Menasha (Wis.) Woodenware Company, has been transferred to the Menasha company's plant at Ladysmith, Wis.

The new sawmill of the Fountain-Campbell Lumber Company, at Ladysmith, Wis., commenced sawing logs at noon on February 2. By February 12 it is expected that the big mill will be running day and night with a force of 150 to 175 men.

The Stevens Point (Wis.) Box & Lumber Company contemplates the addition of a bolt-sawing department during the summer. Work on the new building, 60x60 feet, will be put under way about April 15. The present mill is now producing one full carload daily and employing thirty-five men.

The West Side Manufacturing Company, 3026 Walnut street, Milwaukee, is making plans for the erection of a new woodworking plant, to be of brick and mill construction, two stories high, 85x80 feet in size. It will cost \$15,000.

The Upson mill at Iron River, Wis., will install an auxiliary gasoline power plant because the water power recently constructed is inadequate when the Iron River is at low stage.

The Liberty Lumber Company, Minneapolis, has purchased the business $% \left(1\right) =\left(1\right) \left(1\right) +\left(1\right) \left(1\right) \left(1\right) +\left(1\right) \left(1$

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and Guaranteed Inspection

FRANK PURCELL

515 Dwight Building, KANSAS CITY, MO.

The following stock is in excellent condition, ready for immediate shipment

	,	•	•
5/4 6/4 8/4 4/4 4/4 5/4 4/4 6/4	No. 3 Elm No. 3 Elm No. 3 Elm No. 2 Birc No. 3 Birc No. 3 Birc No. 3 Bass No. 3 Birc No. 3 Map	& Ash. & Ash. & Ash. & Ash. & Ash. ltr. Birch. h	. 35,000 . 74,000 . 3,000 . 51,000 . 250,000 . 202,000 ,000 ,000
Ideal Hardwoo Sawmill	d		

Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company

Masonville, Michigan

 $\sigma(\tau) = + \ln \alpha$ (sty Lumber) at Cumberland, Wis. II. G. Wilsie is the new manager.

Let Schoenhofen, formerly sales manager of the Roddis Lumber & Veneer Company, and the R. Counter Company, Marshfield, Wis., who recently joined the Langlade Lumber Company, Antigo, Wis., has returned to Marshfield as manager of sales for the Bissell Lumber Company, which until February 1 was known as the Bissell-Wheeler Lumber Company.

C. W. Coye has retired as general superintendent of the plant of the Coye Furniture Company, Stevens Point, Wis., and is succeeded by Irven E. Spencer, Benton Harbor, Mich.

The R. L. Kenyon Company, Waukesha, Wis., portable buildings, camp furniture and fibre furniture, intends to make a large addition to its plant this year.

The Monroe (Wis.) Woodworking Company recently has booked such large orders for card tables and other furniture specialties that the plant will be kept in operation twenty hours a day indefinitely. The company recently closed a contract for \$40,000 worth of raw material.

Andrew J. Kaul, Jr., & Co., Merrill, Wis., have resumed operations in their hub mill and plan on a capacity run until late in the fall.

The Piqua Handle Manufacturing Company, Marquette, Mich., has awarded contracts for the erection of a new plant, 60x320 feet in size, with new dry kilns, power house, etc., designed by Wernett, Bradfield & Mead, architects, Grand Rapids, Wis.

The John Week Lumber Company, Stevens Point, Wis., started up its sawmill on January 29 and plans to cut 8,000,000 feet, an increase of approximately 2,000,000 feet over the previous season. All but 800,000 feet will be hardwoods and hemlock,

The Willow River Lumber Company, Hayward. Wis., has arranged to begin the new season's cut on March 1, and plans to saw 20,000,000 feet of logs, principally hardwoods, from its extensive timberlands in Grand View, where four camps employing 350 men have been in operation for several months.

C. A. Goodman, manager of the Sawyer-Goodman Company, Marinette, Wis., says that the shortage of railroad cars rather than a shortage of labor in the logging camps is the most serious problem at this time. It is estimated by Mr. Goodman that the shortage of cars easily is fifty per cent of the number necessary.

The Bekkedal Lumber Company, Couderay, Wis., has resumed operations in its sawmill at Eddy Creek after a shut-down of two months for over-hauling and replacements.

The Rice Luke (Wis.) Lumber Company started on its annual cut of hardwood late in January, but thus far has been unable to attain capacity because of the difficulty in getting adequate supplies of logs from its camps, due to the extreme cold and car shortage.

The Hardwood Market

=≺ CHICAGO ≻=

Large centers like Chicago from which are directed so many and such diversified businesses, would naturally feel the vibrations from the present political situation sooner and more keenly than more scattered points. Chicago has been affected but in the main only so far as interruptions and placing of future contracts. This result naturally followed immediately upon first news of the new situation, and has not so far resulted in any demoralization to speak of. The lack of flurry and a steadfastness of purpose give more stability than might be anticipated and it is doubtful if there will be any very startling effect no matter what the eventualities may be.

===≺ BUFFALO **>**=

The hardwood market shows more than usual activity for this time of year, although there is a greater number of railroad embargoes to contend with than lumbermen have known in a long time. The movement of stock from the South, as well as the West, is discouragingly slow at times, so that stocks in yard have been getting considerably broken. Cars are not always so plentiful as they ordinarily are, but this market has been favored with a fair distribution most of the time. Lumber prices are holding up well and show an advancing tendency, partly because of increased labor costs at the mill.

The wood which sells most readily is maple, which in some grades is getting to be worth about as much as plain oak. It is expected that oak prices will consequently go higher soon and some yards have already been advancing their quotations in it. The scarcity of maple continues and stocks are being added to as much as possible. Birch is selling well at yards which make it a specialty. Basswood, chestnut and poplar are moving better and elm is also in good request, with stocks getting well sold up.

──≺ PITTSBURGH ≻=

Hardwood men are certain of one thing. That it is very much easier to sell lumber of any sort now than to deliver it. The matter of record-breaking high prices even is not so serious as the question of getting cars and shipments.

Everywhere demand is zero, where objectives, glass manufacturers, the furniture trade, industrial times don't doing companies are all putting in satisfactory inquiries. It is not be case of getting lumber to then, on time. Oak is in better demand in this city now than ever before. Furniture hardwoods are very strong in market. Yard trade in building lumber is picking up rapidly and heavy construction lumber of all kinds is in splendid demand.

=≺ BOSTON >=

Hardwood trade for the first it, works of this year showed considerable increase in volume, accompanied by advancing prices on many items, notably in northern hardwoods. It has been practical to make deliveries from these districts while stock from the West and to some extent from the South has been generally shut out by local and foreign line embargoes. The state of trade from now on is dependent on the nature and duration of foreign events, but the now well developed facility of adjustment to new and unprecedented conditions is referred to by some dealers as a basis for confidence and stability in the market.

—≺ BALTIMORE ≻=

The hardwood situation continues in satisfactory shape, with some of the stocks in brisk demand and the offerings by no means as large as could be desired, while others are holding their own as well as can be expected. If these latter stocks have shown no material advance the reason is that they had been well maintained all along, and there is little chance for them to move up. Yet others show no decided strength, among these being the higher grades of poplar, which in ordinary times constitute largely an export article and which now is deprived of the principal market. The lower grades, especially common, exhibit a slight advance, and with the outlook altogether encouraging. Common oak is one of the strongest items on the list, with chestnut also freely sought. In fact, the buyers do not find it easy to get sound wormy chestnut in desired quantities, and the quotations have gone up from three to four dollars as compared with last September. This also applies to oak, which is limited as to offerings in the lower grades. No. 1 and No. 2 are less favorably affected by the improvement that has taken place, being influenced by the conditions that prevail in the export trade, but the other classifications are freely sought by furniture manufacturers and others, the requirements being entirely adequate for taking up the output. The rest of the list, including ash, maple and other woods, reflects the favorable conditions that prevail, with advances in the quotations and the inquiry quite free. Under the circumstances, the outlook is to be regarded as most encouraging, for they mean that the home trade is able to absorb the hardwood production of the country, with a relatively small reliance upon the foreign countries. The local yards are all reported to be exceptionally busy. Most of them have been shipping out a greater number of orders of late than they had received for some time, and there appears to be no halt in the movement. The one wood which finds an active demand from abroad is of course spruce, which is needed for specific purposes. Nearly all others are more or less restricted in their movement, and the latest developments in the international situation may still further serve to contract the foreign market.

—≺ COLUMBUS ≻=

Strength is the chief feature of the hardwood market in central Ohio territory. Demand both from retailers and factories is good and business is only restricted by car shortage and railroad embargoes. Buying is on a better plane than usual and larger orders are booked. Most of the shippers and jobbers are looking for an active trade during the spring months.

Factories making furniture, boxes, and implements are good customers at this time. They have many orders ahead and are anxious to increase the output of their factories. Retail stocks are only fair, and with bright building prospects for the spring, dealers are anxious to accumulate surplus supplies. Reports from both cities and rural sections show that building will undoubtedly be active. Architects and contractors are busy on plans and figuring for dwellings, apartments and small business properties. Most of the dealers' stocks are rather badly broken. One of the features is the strength shown in the lower grades. Collections are generally good in all localities.

Prices are firm and every change is towards higher levels. Plain and quartered oak are in good demand. Poplar is moving well, especially the lower grades. Chestnut is strong and the same is true of basswood and ash. Other hardwoods are unchanged.

=< CINCINNATI ≻=

Satisfaction is generally expressed in this district over the hardwood situation, the month of January being productive of considerable new business and when figures are available for comparison probably will show a very substantial increase over the corresponding month a year ago. Orders are not hard to obtain. The chief difficulty presented is that of getting the lumber away. The scarcity of cars, embargoes on eastern shipping and the general tendency to avoid acceptance of big contracts for future delivery, all serve to restrict the movement to a very great extent. The market is expanding enough now to warrant a prediction of an unusually heavy demand in the early spring, and dealers here are sanguine that the spring season of 1917 will be one of the best in many years. The mills



Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak

CHAS. H. BARNABY

Greencastle, Indiana

You Can See Logs Like These on Our Yard Any Day



STIMSON VENEER AND LUMBER COMPANY, INC.

P. O. Box 1015

Memphis, Tenn.

MANUFACTURERS

Hardwood Lumber, Rotary Cut Veneers, Rotary Cut Gum Faces, Cross Banding and Cores. WE own large tracts of selected timber in the Knoxville territory and cut a really high grade line of lumber in oak, maple and other southern hardwoods.

We are honestly convinced that there would be a mutual advantage in our knowing each other.

IF YOU ARE BUYING NOW OUR STOCK LIST WOULD HELP YOU

Maples Lumber Co. KNOXVILLE, TENNESSEE



Oak Maple Chestnut

Manufacturers and Dealers

West Virginia and Southern HARDWOODS

The Atlas Lumber & Mfg. Co. Union Trust Building, CINCINNATI, OHIO

BLISS-COOK OAK CO. BLISSVILLE, ARK.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

OUR SPECIALTY St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods
——Gum, Oak and Ash——

J. H. Bonner & Sons

Mills and Office, QUIGLEY, ARK. Pestuffice and Telegraph Office, METH, ARK, It is the difference working about full time and some declare they could scente much additional work if prospects for delivery were brighter. Dry stocks in many cases are running pretty low and the usual difficulty is being experienced in replenishing the yards. Word from the South is to the effect that mills are continuing to restrict production. Stocks are accumulating at the producing points to such an extent that there is little room left for any more stacking. This condition was pointed out very foreibly during the hardwood manufacturers' convention here, when several prominent lumbermen urged a curtailment in production.

There has been more inquiry of late for quartered sycamore than for some time, the revival in this wood being quite marked. Oak continues to gain in popularity and price. The plain stock is getting the best of the call; quartered white also is in better demand, moving in fair volume. A brisk movement is apparent in gum, although the call for this lumber is not nearly so heavy since oak began to regain its somewhat lost popularity. Box boards are in good request. The box manufacturers are steady customers of gum and cottonwood, the lower grades finding a ready market with these concerns. Ash and hickory are gaining, prices in some instances being reported up a couple notches, the vehicle wood stock concerns especially being heavy consumers lately. Good hickory for spokes is in excellent demand. Elm not only finds a ready market with the hub block manufacturers, but the automobile body manufacturers, which business is steadily increasing here, are consuming large quantities of elm. Maple still gains favor in the flooring line, this wood being equally popular with other leading northern hardwoods such as beech and birch. All three are enjoying a good trade in flooring lumber. The movement in walnut has been somewhat restricted. The supply is low and means for replenishing are bad, while the furniture manufacturers recently have exhibited a tendency to let up somewhat in their output; consequently their requirements of hardwoods, particularly walnut, have fallen off. The lumber consuming concerns in this district on the whole, are running fairly up to full time and except for a few instances, their requirements for hardwoods are normal, with the scarcity of stocks and car shortage restricting deliveries.

=**<** CLEVELAND **>**=

Maple and oak flooring still head the list in the business being done here in hardwoods. Practically all other descriptions have eased off in demand, owing to the lack of activity among builders who threatened to keep right on working through the winter—and did not make good. The severe cold and plenty of snow in the last few weeks is responsible for this. Such work as has progressed far is being completed, and here is where the hardwood floorings come in. Prices have not been altered on any material, however, in spite of the absence of keen inquiry, as there is but a limited amount of hardwoods on hand in all yards. Car shortage, with no relief in sight, is responsible. According to leading interests, there is plenty of material on the road, but no way to get it here. All railroads are slow to remedy this condition, in spite of the strong complaints from this and other points to the national organizations. The impression that Cleveland is embargoed by all railroads is a wrong one, however, as this rule put into effect several weeks ago with the exception of the Nickel Plate, has been rescinded. The effects of the car shortage are the same.

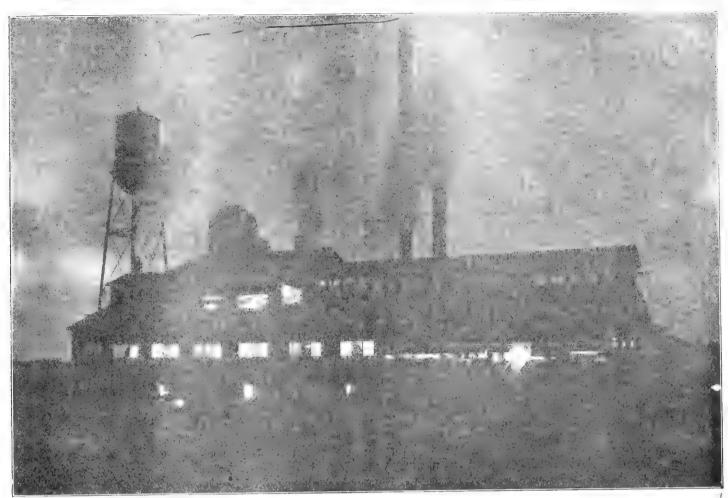
--≺ *TOLEDO* **>**--

The hardwood situation here would be entirely satisfactory if it were not for the car shortage, but the congestion is so severe that hardwood men are driven to their wit's ends to get shipments in or out. They are having all kinds of difficulty even moving the cars around the yards in the city. They can't tell when a shipment will reach a customer nor anything about when their own orders will be delivered. People are getting peevish over the delays and life is one round of complaints and explanations. Outside of this feature, trade might be characterized as good. The call from factory sources, especially automobile industries, is exceptionally strong and the general demand for hardwoods from all natural sources is fully up to normal, while prices are firm. Railroads have been ordering with great freedom and this has stimulated prices along all lines. Ash, elm and maple are leading the demand on the local market. Oak is a little sluggish here as to demand although the prices have had a recent advance of from \$3 to \$4 per 1,000. There is considerable variation in prices owing to the many grades offered. The increase is noted on the lower grades. Elm is enjoying a strong call, this being largely due to the needs of the automobile industry. Dealers are extremely optimistic here and are anticipating an unusually firm spring business.

===≺ INDIANAPOLIS ≻=

The hardwood trade is satisfactory through central Indiana with constantly increasing strength featuring demand. Prices are firm with decided upward tendencies. Although it was expected that January would bring a decrease compared with the demand for the corresponding month last year for hardwoods for building purposes, a report covering the value of building operations for the month which has just been completed shows that there was a slight gain. The total value of building perations was \$376,995, a gain of \$34,000 over the corresponding period of 1916. The fact that this slight gain was made despite very adverse weather conditions is a source of gratification to the lumber trade.

As for the consuming plants, little more could be desired. Hardwood



OUR NIGHT RUN WILL ENABLE US TO OFFER A CO

MPLETE ASSORTMENT OF THICKNESSES AND GRADES

LAMB-FISH LUMBER CO.

Band Mill and General Offices: Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD. ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS---"LAMB"

Codes Used-Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

	STOCK	C LIST	FOR FEB	RUARY,	1917					
	3 8"	1 '2"	5 '8"	3 4"	4 4"	5 4"	6 4"	8 4"	10 '4"	12 4"
1st & 2nds Otd, White Oak 6" & up	63,000						2,500			
1st & 2nds Qtd, White Oak 6 to 9"		93,000	42,000	38,000	139,000					6,000
1st & 2nds Qtd. White Oak 10" & up		58,000	19,000	30,000	18,000	1,500		7,000		
No. 1 Common Otd. White Oak	60,000		62,000	15,000	106,000	21,000	1,500			
No. 2 Common Otd. White Oak	8,000		14,000	7,000	153,000	2,000				
Clear Strips Q. White Oak, 2-312 (sap no. def.).					24,000					
Clear Strips Q. White Oak, 21,2-51,2					5,000					
No. 1 Com. Strips Q. White Oak, 212-512					67,000					
1st & 2nds Plain White Oak		83,000			210,000					
No. 1 Common Plain White Oak		21,000			150,000	18,000	2,500	6,000		
No. 2 Common Plain White Oak					350,000		4,000			
1st & 2nds Plain Red Oak	1,000	4,000			18,000					
No. 1 Common Plain Red Oak					250,000		3,000	1,500		4 4 4
No. 2 Common Plain Red Oak			8,000	2,000	150,000	7,000				
Oak Core Stock					100,000					
1st & 2nds Red Gum	351,000	452,000	9,000	91,000			5,000			
No. 1 Common Red Gum	100,000	85,000		85,000	52,000	16,000	5,000		1,500	
1st & 2nds Figured Red Gum					25,000					
No. 1 Common Figured Red Gum					41,000					
1st & 2nds Sap Gum							46,000			
1st & 2nds Sap Gum 13" & wider					53,000					
1st & 2nds Sap Gum 18" & wider					11,000					
No. 1 Common Sap Gum					40,000					
No. 3 Common Sap Gum						23,000	6,000			*
Com. & Better Ash 50 & 50%					16,000					
No. 2 Common Ash					23,000					
No. 3 Common Ash					39,000					
Log Run Elm 20-40-40%					120,000					
No. 1 Common Elm					8,000					
1st & 2nds Sycamore					8,000					* * * *

Our 1st & 2nds grade in Plum Sawn Stock will average 10 in. in width, No. 1 Common about 81) to 9", both running 50% or better, 14 and 16 ft. long. We have facilities for kiln-drying and surfacing.

Our Standard

The wears we have been turning out high-grade Hardwoods at our present location, and thruout those ten years we have been studying constantly to improve our products.

The standard of the wear of Good Lumbrove our products.

The standard of the wear of Good lumbrove our products.

The standard of the wear of Good lumber they say "Like Liberty Lumber."

The standard of the wear of Good lumber they say "Like Liberty Lumber."

The standard of the standard of Good lumber they say "Like Liberty Lumber."

The standard of Good lumber. Smoothly sawn—plump, even thickness—good widths—good lengths—and FLAT.

The standard of th

Williams Lumber Company

FAYETTEVILLE TENNESSEE

-MANUFACTURERS-Middle Tennessee **HARDWOODS**

Soft-Textured Qtd. Oak a Specialty

Jour report their plants are working to capacity and in many cases might shifts are operating factories. The market for manufactured word products was never better and orders are booked for months ahead. A scarcity of labor is curtailing production although the highest prices are being paid for experienced workmen. The federal employment bureau here reports it has applications on file for hundreds of woodworkers which cannot be filled. It is rare indeed that an experienced woodworker files an application before employment agencies for a position.

Consuming plants affiliated with the automobile industry are swamped with orders. All automobile manufacturers in Indiana have increased their production for this year. Some of these plants have more than doubled their production. Farm implement and vehicle manufacturers report a heavy demand for their products.

EVANSVILLE

While trade with the hardwood lumber manufacturers in Evansville and southwestern Indiana is not booming, there has been a good steady certain business since the first of the year. Most of the hardwood mills in Evansville report good business. One large mill here is still being operated on the day and night schedule with an average of eighteen hours daily. Collections are good and crop prospects are promising. The manufacturers report that many prospective buyers have been holding back for several weeks and have refrained from buying lumber as they were of the opinion that the prices would materially drop as the year advances. The manufacturers say they will be disappointed in this and that prices instead of declining will increase from time to time. Plain white oak is in strong demand and prices are advancing. The same may also be said of quartered white oak, that was inclined to drag in the local market for several weeks before the beginning of the present year. Hickory is going up gradually and the demand is increasing. Handle factories and automobile manufacturers have been in the market for a great deal of hickory for some time past. Ash is also advancing. Local furniture factories are being operated on steady time and are using a good deal of gum, which is increasing in demand. The local river mills say they continue to get a good many inquiries concerning quartered sycamore. Maple remains in strong demand and walnut holding its own. Cottonwood is sought by box factories. Lumber manufacturers say they are still getting all the logs they want but anticipate a falling off in March, when it is feared high water and bad roads in the southern states, where most of the logs in this market come from, will retard the movement of the logs.

=< *MEMPHIS* **>**=

There is plenty of inquiry for southern hardwoods by both letter and telegram. But there is no denying that business is restricted by unfavorable transportation conditions. One prominent lumberman today said: "I cannot accept orders for immediate shipment until I call up the railroad officers and find out whether or not the road in question will issue bills of lading covering the lumber." He dealt with the conditions already outlined and then expressed bimself as already stated. Other lumbermen, as a rule, occupy a similar position and are sharing a similar fate unless perchance they are operating over roads that are not imposing all of these restrictions at the moment. There is a particularly good call for gum in both the higher and lower grades. The box factories are requiring large quantities of low-grade gum and they are likewise consuming low-grade cottonwood as rapidly as it can be delivered to them in dry stock. There is a better movement reported in the higher grades of quartered oak, especially in stock 4/4 and thicker but the lower grades are going out in rather modest volume. There is a good enough call for hickory, ash and elm. The reports from the larger centers where furniture exhibits have been recently, or are now being held indicate that there is an unusually big demand from the large number of merchants who are attending and that prospects are very favorable. This is accepted as a quite favorable development from the standpoint of lumber manufacturers and particularly of those who are producing quantities of oak, gum and walnut, the southern woods most used in the making of furniture. Oak is being vigorously pushed by the association recently organized to advertise it and to increase its consumption, and the view still obtains that a larger movement is on the cards for this material in the near future though it is admitted that the volume of business just now is not as large as it

===≺ LOUISVILLE >=

With the furniture and automobile manufacturers the most liberal buyers of hardwood, the local industry is managing to keep busy. Flooring manufacturers are buying plain oak in liberal quantities, and everything in the hardwood list is moving. Dry stocks are growing scarce, and prices on southern hardwoods have advanced to a point where northern woods, such as birch and maple are showing an increased demand and consumption. quartered oak has been moving considerably better than it was, but it is still suffering from overproduction to some extent. Gum continues to leature the trade, there being a good demand for all grades of sap and red gum. The veneer manufacturers continue busy, cutting walnut, mahogany, oak and other veneers, there being a better demand for high grade veneers than for some time past. All glued up stocks are moving freely. Poplar continues in stendy demand, while elm, ash, cottonwood and hickory are moving treely. Out in the state, a good demand for hickory has been seen,

nected with the war.

handle manufacturers buying freely. Many advertisements are also running in the country papers for dogwood and persimmon, the latter for golf club manufacturers, and the former for textile purposes. The traffic situation is steadily improving, and no real fault is to be found with conditions.

=< MILWAUKEE >=

The shortage of railroad cars of all descriptions, which now has reached its most acute stage, is one of the principal problems of northern hardwood lumbermen at this time. Although the lack of rolling stock has been serious for more than three months, the mills were not brought to a full realization of the condition until the sawing season actually was upon them. As a rule, sawmills started on their season's cut during the last week in January and the first week in February, and much difficulty is being encountered in keeping up the log supply. Until the spring drives come numerous mills will be obliged to go rather slowly for fear of running out of logs, Logging camps have ample supplies, due to the fact that the average timber cut was the largest in six or eight years. The car shortage also works a hardship in the other direction, for it is an extremely difficult matter to move the product of the sawmills. This is peculiarly unfortunate because wholesalers and jobbers are fairly crying for stocks to fill their urgent requirements and to replenish their badly broken lines. It has been a long time since the demand was so active as now, or prices of all lumber so favorable to all concerned, and to encounter so unfavorable and important a factor as an acute shortage of cars naturally does not put the trade into the most amiable frame of mind-

==≺ *GLASGOW* **>=** The timber trade of the west of Scotland has reflected the upheaval caused by the war to the many industries connected with it. It is remarkable how well the demand has been maintained throughout. As could hardly be otherwise under the circumstances, local wood consumers were forced to depend upon employment on orders more or less closely related to war requirements, and for the most part they had all the work they could undertake with the reduced staff of men at their command. Furniture woods had a steady rising market throughout the whole year, which may be attributed not so much to any special activity in demand as to the fact that the prohibition of imports early in the year came at a time when the available supplies were unusually meager. Thus mahogany of all descriptions has reached record prices, which look as if they would soon be eclipsed if no modification is made in the present embargo on consignments. This equally covers the situation as regards American and Japanese oak, black walnut, canary wood (yellow poplar), satin walnut (red gum), hazel pine (sap gum), cottonwood, and indeed every class of furniture wood. Of those hardwoods free to enter into the country, ash and hickory are the most prominent as far as the west of Scotland market is concerned, and both have been in moderate request throughout the year for purposes con-

As a direct result of the embargo on imports and the high prices required for what was in stock, attention was directed to the necessity of substituting home woods for the American product hitherto used, and as a result oak, elm. beech, birch and other hardwoods were used in considerable quantities at substantially higher prices than those they used to command. For certain work, where length and freedom from knots is not absolutely essential, they proved quite suitable, but for the many purposes for which they are required in large dimensions without defects, homewood compares unfavorably with the American timber. As was the case last year, the article in greatest demand was box-making material, which was imported in large quantities, while there was also a gratifying improvement in the call for yellow pine, which had been rather out of favor in recent times, and has probably been reinstated by the fact that, whereas up to the beginning of the war it was more costly than spruce, prices are now pretty similar. Though there was a rather better outlet for the best quality of pine than was the case last year, it was chiefly the lower grades which were wanted. Like all other trades, business was very much hampered by scarcity of labor, which occasioned at times considerable though unavoidable congestion at the various docks, and as a result quay rent penalties were the rule rather than the exception.

As regards market conditions, the position is that with one or two exceptions the stocks of timber held here are unusually light, and in no instance are they so heavy as to occasion pressure to sell, from which it may be reasonably inferred that prices will advance very rapidly. As regards the amount of timber consumed, the figures exceed those of 1915 which under all the circumstances may be deemed remarkable. This market has been on the whole free from any serious labor troubles, any little dispute which arose from time to time about wages or other matters being amicably adjusted between the masters and men.

A satisfactory feature has been the absence of any serious failures in the trade an indication that business has been conducted on a safe and sound basis. With regard to timber trade conditions for this year, it is exceedingly difficult to give any reliable forecast. It, however, is certain that all shipments of oak will continue to be prohibited from entering any of the ports of this country during the war. Poplar, cottonwood, hazel pine, etc., come under the same category. To make matters worse, freights have gone up to a remarkable figure with prospects of further advancements. It may be mentioned in conclusion that just as soon as the war is over the timber trade will be exceedingly busy and will be of more importance than ever.

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Standard Hardwood Lumber Co. Stearns Sait & Lumber Company Stephenson, I., Co., Trustees Stimson, J. V Sullivan, T., & Co Taylor & Crate Tegge Lumber Co Vail Cooperage Company Von Platen Lumber Company Willson Bros. Lumber Company Wistar, Underhill & Nixon Wood-Mosaic Company Yeager Lumber Company, Inc Young, W. D., & Co OAK. See List of Manufacturers on page POPLAR. Anderson-Tully Company Anderson-Tully Company 7 RED GUM.	8 10 7-64 62 62 55 61 10 .5 7 62 4	Jones, G. W., Lumber Co Lamb-Fish Lumber Company 7-53 Liberty Hardwood Lumber Co. 7-9-54 Little River Lumber Company 7-11 Little Rock Lumber & Mfg. Co. 7-8 Logan, J. M., Lumber Co 7-11 Maisey & Dion	Sanders & Egbert Company Stimson Veneer & Lumber Co 7-51 Wiscensin Veneer & Lumber Co 7-51 Wiscensin Veneer Company 61 Wood-Mosaic Company 7 MAHOGANY, WALNUT, ETC. Davis, Edw. L., Lumber Co East St. Louis Walnut Co Evansville Veneer Company 36 Francke, Theodor, Erben Gmb, H. Hartzell, Geo, W Hoffman Brothers Company 7-12 Huddleston-Marsh Mahogany Co Lorg-Knight Lumber Company McCowen, H. A., & Co Mengel, C. C., & Bro. Co Palmer & Parker Co Pickrel Walnut Company 39 Purcell, Frank 50 Rayner, J. Company 4	LUMBER INSURANCE. Central Manufacturers' Mut. Ins. Company
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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For four insertions.......65c a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted,

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

Reliable man who has knowledge of Chicago and surrounding territory trade, to represent responsible wholesale firm on profit-sharing or commission basis. Address "BOX 22," care HARDWOOD RECORD.

WANTED-FIRST-CLASS

Camp cook for West Virginia logging camp; one who can put up good substantial meals at reasonable cost.

Address "BOX 10," care HARDWOOD RECORD.

WANTED-BY PITTSBURGH

Jobber Hardwood office man, well posted both ends, a good salesman and able to command business

One having these qualifications, also posted on yellow pine will be given preference. Only live wires need apply.

Give age, references, experience and salary desired. Will be held in strict confidence

Address "BOX 17." care Hardwood Record

LOGS WANTED

WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO, W. HARTZELL, Piqua, Ohio.

TIMBER LANDS FOR SALE

TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

GUM STUMPAGE FOR SALE

Estimated 42 million feet on 11,000 acres along Little Missouri River here. Large timber, good quality. On railroad. Price \$60,000. Reason-J. G. GREENE, Beirne, Ark. able terms.

TIMBER ESTIMATING

TIMBER ESTIMATING

THOS. J. McDONALD.

Forest Engineer,

East Tennessee Bank Bldg., Knoxville, Tennessee.

TIMBER ESTIMATORS

Sanborn & Gearhart. Asheville, N. C.

HARDWOOD TIMBER ESTIMATOR NORTHERN. SOUTHERN AND TROP-ICAL TIMBER

> D. E. Lauderburn, Forest Engineer, 158 Fifth Avenue, New York, N. Y.

LUMBER FOR SALE

THIN QTD. WHITE OAK LUMBER FOR SALE

4 cars % and 7 quarter sawn white oak veneer backing boards, FAS and select grade, 6" to 14" wide, mostly 8" to 11" wide, 10' to 16' long.

WILLIAMSON-KUNY MILL & LUMBER CO. Mound City, Illinois.

LUMBER WANTED

WANTED

500,000 ft. 4/4 No. 2 and sound wormy chestnut, S. BURKHOLDER LUMBER CO., Crawfordsville.

WANTED FOR DELIVERY

In March, April or May, 150,000 feet Soft Elm 2.31₂" thick, also 3 to 5 cars 2" and 3" Rock Elm. Address "BOX 21." care Hardwood RECORD

DIMENSION STOCK FOR SALE

FOR SALE

1 car 2x2-24, 36 & 48" clear Sap Gum Squares.

1 car 2x2-24, 36 & 48" clear Oak Squares. Can make prompt shipment and also cut other lengths. Write for delivered prices.

PROBST LUMBER CO., Cincinnati, O.

MACHINERY FOR SALE

FOR SALE

Circular sawmill. Will take lumber in payment. THE WALNUT LUMBER CO., Indianapolis, Ind.

FOR SALE

One latest improved Wickes #10 52" gang. complete with saws.

One 35'x90' refuse burner, complete.

One #44 Berlin machine 8x28" planer.

One 12 and one 20 H. P. vertical steam engine. GOODMAN LUMBER COMPANY, Goodman, Wis.

HARDWOOD FLOORING MACHINE

For sale: One No. 87 7x4 fast feed hardwood flooring machine or matcher, with roll hold down and hollow backing attachment, and main drive tightener, cylindrical heads with grinding and truing device. A No. 1 condition. If interested write P. O. BOX 30, Sta. J. Baltimore, Md.

MACHINERY WANTED

WANTED-SECOND-HAND

One G' band mill complete. In reply furnish full description, price and location. THE FULLER-TON-POWELL HARDWOOD LUMBER COM-PANY, South Bend, Ind.

TIES WANTED

WANTED SWITCH TIES

7x8 in sets one hundred thousand feet. DORAN & CO., Cincinnati, O.

RAILROAD EQUIPMENT

WANTED

Forty-two ton Shay locomotive second-hand. Slightly larger size will do. Must be in firstclass condition. Send full particulars. Address "BOX 12," care HARDWOOD RECORD,

SHIP TIMBERS FOR SALE

TO SHIP BUILDERS, REPAIRERS.

Dry dock companies, etc. We have for sale 400 sticks Alabama hewn oak timber of specifications, 10x11-28" square, 17 to 54 feet long average lineal 33 feet; average per stick 750 superficial teet

THE S. K. TAYLOR LUMBER CO., Mobile, Ala.

BUSINESS OPPORTUNITIES

PLANING MILL FOR SALE

At the home of Oregon Agriculture College. Owner 75 and must retire. Good business for manufacturing. Address "PLANING MILL." 423 S. Second St., Corvallis, Ore.

WANTED-ACCOUNTS ON COMMISSION

By an organization of well-known lumbermen with ample capital and banking references, as well as long experience, for Detroit, Mich., and vicinity. Hardwood accounts, yellow pine and other softwoods solicited. Address "BOX 20," care Hardwood Record.





HARDWOODS FOR SALE

LUMBER

NO. 1 C., 4/4, good widths, 50°/, 14-16°, 2 yrs. ury. ATLANTIC LUMBER CO., Buffalo, N. Y. NO. 1 C., 6/4 & 8/4", ran. wdth. & lgth., 1 yr. dry. FAS 10/4, 12/4 & 16/4", ran. wdth. & lgth., 1 yr. dry. BAKER-MATTHEWS LUMBER CO., Chicago, Ill. NO. 1 C., 8/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y. FAS, 3/8", 1/2" & 5/8"; LOG RUN, black.

INC., Buffalo, N. Y. E 5/8"; LOG RUN, black, 4/4". HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind.

FAS, 6/4" to 12/4" reg. wdth., 8 to 16', 4 mos. dry; NO. 1 C. 5/4" to 16-4", reg. wdth. & lgth., 4 mos. dry; NO. 2 C., 4/4", reg. wdth. & lgth., 4 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

NO. 2 C., 4/4", reg. wdth. and lgth.; NO. 3 C., 4/4", reg. wdth. and lgth. LAMB-FISH LUMBER CO., Charleston, Miss.

LOG RUN, 4/4", reg. wdth. and lgth., 2 yrs. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

LOG RUN, 3/8 & 3/4", reg. wdth, and lgth., dry; FAS, 5/8 & 3/4", reg. wdth, and lgth., dry; FAS, 4/4", 12" & up. reg. lgth., dry. NICKEY BROS., INC., Memphis, Tenn.

ALL grades, all thicknesses, reg. wdth, and lgth., band sawn, 3 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

NO. 1 C., 5/8", reg. wdth, and lgth., bone dry SWAIN-ROACH LUMBER CO., Seymour, Ind.

mour, Ind. **BASSWOOD**

NO. 1 & mos. dry. Lake, Wis. 1 & BTR, 4/4", av. wdth. & lgth., 10 dry. RICE LAKE LUMBER CO., Rice

NO. 3 C., 4/4", reg. wdth. and lgth., 9 mos. dry; NO. 3 C., 6/4", reg. wdth. and lgth., 2 mos. dry; NO. 2 C. & BTR., 6/4", reg. wdth. and lgth., 3 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.
LOG RUN, 6/4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

BIRCH

FAS, 4/4 & 6/4", good wdths., 50% 14 & 16', yrs. ATLANTIC LUMBER CO., Buffalo,

yrs. ATLANTIC LUMBER CO., Bullato, N. Y.
NO. 2 C., 4/4", reg. wdth., 50% 14' & 16', 1
yr. dry. LITTLE RIVER LUMBER CO.,
Townsend. Tenn.
FAS, 3/4 & 4/4", kiln dried; NO. 1 C., 3/4 &
5/4", kiln dried; NO. 1 C., 5/4", air-dried.
MAISEY & DION, Chicago, Ill.
NO. 1 & BTR. red, 4/4" to 8/4", 5" & up, 5'
& longer, 10 mos, dry; NO. 1 & BTR. unsel.,
4/4" to 8/4", av. wdth. and lgth., 10 mos. dry;
1 & 2 FACE, 4/4", 5" wide, 6' & longer, 10
mos. dry; NO. 2 & 3 C. 4/4", ren. wdth. and
lgth., 1 yr. dry. RICE LAKE LUMBER CO.,
Rice Lake, Wis.

CHERRY

C., 4/4", good withs, 50% 14 & 16', ry. ATLANTIC LUMBER CO., Bufdry. 2 yrs. of falo. N.

falo, N. Y.

NO. 2 C & BTR., 4/4", reg. wdth. and lgth., 8 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C., 4/4 to 8/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 4/4", HOFFMAN BROS.

CO., Fort Wayne, Ind.

CHESTNUT

FAS, 4/4", good wdths., 50% 14 & 16', 2 yrs. ry. ATLANTIC LUMBER CO., Buffalo,

N. Y.
NO. 1 C., 6/4", 2 yrs. dry. E. ELIAS &
BRO., INC., Buffalo, N. Y.
FAS, 4/4", kiln dried; SOUND WORMY,
4/4 & 8/4", kiln dried. MAISEY & DION,
Chicago, III.
NO. 1 C., 4/4", reg. wdth. and lgth., bone
dry. SWAN-ROACH LUMBER CO., Sey-

COTTONWOOD

FAS 4/4", reg. wdth. & lgth., 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

CYPRESS

FAS, \$/4", ran. wdth, and lgth., 6 mos. dry, BAKER-MATTHEWS LUMBER CO., Chi-

ELM—SOFT

LOG RUN, 44" & 64", ran. wdth.. reg. lgth.. 1 yr. dry. BAKER-MATTHEWS LER. CO., Chicago, Ill. NO. 3 C., 44 & 6,4", reg. wdth. and lgth., 2 mos. dry. EAST JORDAN LUMBER CO.,

NO. 3 C., 1.7 mos. dry. EAST JORDAN L. ast Jordan, Mich. FAS, 8/4", 18 mos. dry. G. ELIAS & BRO., N.C., Buffalo, N. Y. NO. 2 C., 4/4", reg. wdth. and lgth. LAMB-Charleston, Miss. INC., Buffalo, N. Y.

NO. 2 C., 4/4", reg, wdth, and lgth. LAMB-FISH LUMBER CO., Charleston, Miss.
LOG RUN, 4/4" & 10-4", 2 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock,

NO. 3 & BTR. 4/4", av. wdth. and lgth., 10 os. dry. RICE LAKE LUMBER CO., Rice

Lake, Wis.

LOG RUN, 12/4", reg. wdth. and lgth, green.
SWAIN-ROACH LBR. CO., Seymour, Ind.

ELM—ROCK

LOG RUN, 8/4", reg. wdth. and lgth., 3 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

GUM-SAP

FAS, 4/4", 13" & up, reg. lgth.: FAS, 4/4", 18" & up, reg. lgth.: FAS, 6/4", reg. wdth. and lgth. LAMB-FISH LBR. CO., Charleston,

and igth. LAMB-FISH LBR. CO., Charleston, Miss.

NO. 1 C. 5/4", reg. wdth. & lgth.. 10 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

NO. 1 C. & BTR., QTD., 9/4", good wdth.. 65% 14' & 16', 6 mos. dry. LITTLE ROCK LBR. & MFG. CO., Little Rock, Ark.
PANEL, 5/8", 18" & up, reg. lgth, dry. NICKEY BROS., INC., Memphis. Tenn.

NO. 1 C., 4/4", reg. wdth. and lgth.. 3 mos. dry. FAS, NO. 1 C. & NO. 2 C., 6/4", reg. wdth. and lgth.. 2½ mos. dry. PHILIP A. RYAN LUMBER CO., Lufkin, Tex.

COM. & BTR., 12/4". SOUTHERN PINE LUMBER CO., Texarkana. Tex.

NO. 2 C., 4/4", reg. wdth. and lgth.. 4 mos. dry, band sawn. SOUTH TEXAS LUMBER CO., Houston, Tex.

GUM—PLAIN RED

GUM—PLAIN RED

FAS, 3/8", 1/2" & 3/4", reg. wdth. and lgth.; O. 1 C., 3/8". 1/2" & 4/4". reg. wdth. and th.; LAMB-FISH LUMBER CO., Charles-NO. 1 C., lgth.; LA

COM. & BTR., 5/8 & 3/4", reg. wdth. and lgth. dry. NICKEY BROS., INC., Memphis, Tenn.

GUM—OUARTERED RED

NO. 1 C. & BTR., 9/4", good wdths., 65% 14' & 16', 6 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark. COM. & BTR., 4/4", ran. wdth. and lgth., 8 to 12 mos. dry, sliced boards highly figured. 8 to 12 mos. dry, sliced boards hig LOUISVILLE VENEER MILLS, Louisville

ку сом. COM. & BTR., 3/4 & 5/8", reg. wdth. and lgth., dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, 4/4", reg. wdth. and lgth. 10 mos. dry; FAS, FIG, 4/4", reg. wdth. and lgth., 14 mos. dry; NO. 1 C., FIG., 4/4", reg. wdth. and lgth., 1 yr. dry. STIMSON VENEER & LUMBER CO., Memphis, Tenn.

HACKBERRY

LOG RUN, 4/4", 2 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

HICKORY

NO. 1 C., 6/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
NO. 2 & 3 C., 8/4" & 10/4", good wdths., 2 mos. dry; LOG RUN, 4/4" & 5/4", good wdths., 2 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

HOLLY

CUT to order, extra fine. LITTLE ROCK LUMBER & MFG, CO., Little Rock, Ark, MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, all 1/2 to 16/4". plain and figured. Mexican and African. HUDDLESTON-MARSH MAHOGANY COMPANY, Chicago. III.

MAPLE—HARD

, 4/4", good wdths., 50% 14' & 16', 2 yrs. ATLANTIC LUMBER CO., Buffalo,

NO. 1 C. 4/4 to 16/4", 4" & wdr., 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

LOG RUN, 4/4", ran. wdth. and lgth., 6 mos. dry; LOG RUN, 12/4", ran. wdth. and lgth., 8 mos. dry. BAKER-MATTHEWS LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4 & 8/4", reg. wdth. and lgth., 9 mos. dry; NO. 3 C., 5/4", reg. wdth. and lgth., 1 yr. dry, resawed in center. EAST JORDAN LUMBER CO., East Jordan, Mich. NO. 1 C., 12/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 6/4", reg. wdth. and lgth., green. SWAIN-ROACH LUMBER CO., Seymour,

OAK—PLAIN RED

FAS, 4/4", ran. wdth. and lgth., 10 mos. dry; FAS, 8/4", ran. wdth. and lgth., 1 yr. dry; NO. 1 C., 4/4", ran. wdth. and lgth., 10 mos. dry; EAKER-MATTHEWS LUMBER 10 mos. dry.

BRIDGE PLANK, 8/4", 6" and wider, 12' ng. BLISS-COOK OAK COMPANY, Bliss-

FAS 5/8 & 4/4"; FAS 5/4", 12" & up. HOFF-MAN BROS. COMPANY, Fort Wayne, Ind. FAS 4/4", reg. wdth. and lgth.; NO. 1 C., 4/4", reg. wdth. and lgth.; NO. 2 C., 4/4", reg. wdth. and lgth.; LAMB-FISH LUMBER CO., Charleston, Miss.

reg. wdth. and igth. LAMB-FISH LUMBER CO., Charleston, Miss.

FAS 4/4", reg. wdth. & lgth., 5 mos. dry; NO. 1 C., 4/4", 25% 10" & up, 65% 14 to 16', 6 mos. dry; NO. 2 C. 4/4", reg. wdth., 50% 14' to 16', 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

BRIDGE PLANK, 4/4" & 12/4", ran. wdth., 12', 14' & 16', 3 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark. NO. 1 C., 4/4 & 5/4", kiln dried. MAISEY & DION, Chicago, Ill.

FAS 5/8 & 3/4", reg. wdth. and lgth., dry; NO. 1 & 2 C., 5/8", reg. wdth. and lgth., dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, 4/4", reg. wdth. and lgth., 4 to 5 mos. dry; FAS, 5/4", reg. wdth. and lgth., 3 mos. dry; NO. 1 C., 6/4", reg. wdth. and lgth., 3 mos. dry; NO. 1 C., 6/4", reg. wdth. and lgth., 3 mos. dry; PHILIP A. RYAN LUMBER CO., Lufkin, Tex.

kin. Tex.

NO. 1 & 2 C., 4/4", reg. wdth. and lgth., 10 mos. dry. SOUTH TEXAS LUMBER CO., Houston. Tex.

FAS, 3/4 & 4/4", reg. wdth. and lgth., 1 yr. dry; NO. 1 C., 4/4", reg. wdth and lgth., 10 mos. dry. STIMSON VENEER & LBR. CO., Memphis. Ten.

LOG RUN, 4/4", reg. wdth. and lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind. NO. 1 C., 5/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

OAK-QUARTERED RED

NO. 1 C., 4/4", reg. wdth. and lgth., 1 yr. dry; STIMSON VENEER & LBR. CO., Memphis,

OAK-PLAIN WHITE

FAS, 4/4", ran. wdth. and lgth., 10 mos. dry. BAKER-MATTHEWS LBR. CO., Chicago, III. NO. 1 C., 8/4 & 12/4", 4" & wdr., 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, FAS, 4/4". BLISS-COOK OAK CO., Bliss-

HAS, 7/2.

lle, Ark.

NO. 1 C. & NO. 2 C., 4/4", reg. wdth. and th., dry. H. G. BOHLSSEN MFG. CO., New

NO. 1 C. & NO. 2 C., 4/4", reg. wdth. and lgth., dry. H. G. BOHLSSEN MFG. CO., New Caney, Tex.

NO. 1 C., 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 3/8", 5/8", 4/4", reg. wdth. and lgth.; NO. 1 C., 1/2", 4/4" & 5/4", reg. wdth. and lgth.; NO. 2 C., 4/4", reg. wdth. and lgth.; NO. 5 C., 4/4", reg. wdth. and lgth.; NO. 1 C., 1/2", 4/4" & 12/4", ran. wdth., 2", 14' & 16', 2 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

NO. 1 C., 5/8", reg. wdth. and lgth, dry.

NICKEY BROS., INC., Memphis, Tenn.

FAS, 4/4", reg. wdth. and lgth., 3 mos. dry; NO. 1 C., 5/4", reg. wdth. and lgth., 3 mos. dry; NO. 1 C., 5/4", reg. wdth. and lgth., 2 mos. dry; NO. 1 C., 5/4", reg. wdth. and lgth., 2 mos. dry; PHILIP A. RYAN LBR. CO., Luthin, Tex.

FAS, 4/4", reg. wdth. and lgth., band sawn, 8

FAILTH A. RIAN LBR. CO., Eurkin, Tex.

FAS, 4/4", reg. wdth. and lgth., band sawn, 8 mos. dry; NO. 1 C & NO. 2 C., 4/4", reg. wdth. and lgth., band sawn, 10 mos. dry; LOG RUN, 5/8", reg. wdth. and. lgth. band sawn, 14 mos. dry. SOUTH TEXAS LUMBER CO., Houston,

FAS, 4/4", reg. wdth. and lgth., 10 mos. dry; NO. 1 C., 4/4", reg. wdth. and lgth., 1 yr. dry. STIMSON VENEER & LBR. CO., Memphis, Tenn.

OAK--QUARTERED WHITE

FAS, 4/4". BLISS-COOK OAK COMPANY, Blissville. Ark.
FAS, 3/8, 5/8 & 4/4"; STRIPS, 4/4". HOFF-MAN BROS. COMPANY, Fort Wayne, Ind.
FAS, 3/8", reg. wdth. and lgth.; FAS, 1/2,

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

HARDWOODS FOR SALE

5/8, 3/4 & 4/4", 6 to 9"; FAS, 3/4, 10" & up, reg. lgth; NO. 1 C., & NO. 2 C., 4/4", reg. wdth. and lgth. LAMB-FISH LUMBER CO., Charleston, Miss.

FAS, 4/4", good wdths., bone dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock,

ROCK LUMBER & MFG. CO., Little Rock, Ark.

FAS, 3/8, 1/2, 5/8, 3/4, 4/4 & 5'4", reg. wdth. and lgth., dry; COM. & BTR., 1/4", reg. wdth. and lgth., dry; NO. 1 C., 1/2, 5/8, 4/4 & 5/4" reg. wdth. and lgth., dry; FAS STRIPS, 4/4", 4, 4½" and 5, 5½", reg. lgth., dry; NO. 1 C. STRIPS, 4/4", 4, 4½", reg. lgth., dry, NICKEY BROS., INC., Memphis. Tenn.

FAS, 1/2 & 3/4", reg. wdth. and lgth., 14 mos. dry; NO. 1 C., 4/4", reg. wdth. and lgth., 10 mos. dry; NO. 1 C., 4/4", reg. wdth. and lgth., 10 mos. dry. STIMSON VENEER & LBR. CO., Memphis, Tenn.

FAS, 4/4", 1 yr. dry, band sawn; COM. & BTR. STRIPS, 4/4", 2, 4", 5 mos. dry, contain clear sap, soft texture, even color; NO. 1 C., 6/4", 10" & up, 9 mos. dry. W. R. WILLETT LUMBER CO., Louisville, Ky.

OAK—MISCELLANEOUS

OAK—MISCELLANEOUS

FAS, 4/4", good wdths., 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y. TIMBERS, square edge and sound. band sawn, ends carefully trimmed and painted to prevent season checking. SOUTHERN PINE LUMBER CO., Texarkana, Tex.

NO. 1 C., 5/8", reg. wdth. and lgths., 3 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

PINE YELLOW

B. & BTR., 4/4", smoke dried. MAISEY & DION, Chicago, Ill.

POPLAR

COM. & BTR., 4/4". HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind. FAS, 4/4" & 6/4", reg. wdth., 50% 14' & 16', kiln dried; NO. 1 & PANEL, 4/4", 18 to 23", 50% 14' & 16', 6 mos. dry. LITTLE RIVER LUMBER CO., Townsend, Tenn. COM. & BTR., 5/8" & 4/4", 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 2 C., 5/4", air-dried. MAISEY & DION, Chicago, Ill.
FAS, 4/4", reg. wdth. and lgth., dry.
NICKEY BROS., INC., Memphis, Tenn.
FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL. 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL. 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL. 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; NO. 1 C. 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry; NO. 1 & NO. 2 C., 5/8", 9 mos. dry; NO. 1 & NO. 2 C., 5/8", 9 mos. dry; W. R. WILLETT LUMBER CO., Louisville, Ky.
NO. 1 & PANEL, 5/8, 5/4 & 6/4", 18" & wider; FAS, 5/8 & 3/4", to 12/4", 7" & wider;

FAS, 7,5", 12" & up; NO. 1 C., 5 \ & + 4" WOOD-MOSAIC COMPANY, New Albany, Ind.

SYCAMORE

LOG RUN, M. C. O., 4/4", reg. wdth., 50% 14 to 16', 6 mos. dry. LIBERTY HARDWOOD LBR. CO.. Big Creek, Tex.

LOG RUN, 4/4", reg. wdth and lgth.. band sawn, 3 mos. dry. SOUTH TEXAS LBR CO., Houston, Tex.

WALNUT

WALNUT

COM. & BTR., 4/4 to 8/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
FAS & NO. 1 C. 5/8" to 8/4". very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

COM. & BTR. 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS. Louisville, Ky.
FAS, 4/4", reg. wdth. and. lgth., dry; NO. 1, 2 & 3 C., 4/4", reg. wdth. and lgth., dry; NO. 1C., 6/4", reg. wdth. and. lgth., dry; NO. 17. 6/4", reg. wdth. and lgth., dry; NICKEY BROS., INC., Memphis, Tenn.
FAS, 4/4", 6 to 16" wide, 6 & 7" lgths., \$10: FAS, 4/4", 8 to 16' lgths., \$10: FAS, 4/4", 6 to 16" wide, 6 & 7" lgths., \$10: FAS, 4/4", 6 to 16" wide, 6 & 7" lgths., \$10: FAS, 4/4", 8 to 16' lgths., \$10: NO. 1 C., 4/4", 6" & wider, \$52: NO. 1 C., 5/4", 6" & wider, \$59: NO. 1 C., QTD., 4/4", \$55: SPE-CIAL stock QTD., 4/4", clear of knots, 4 & 5" widths. 6' & longer, \$72; 4/4", clear sap steamed. of common dimensions, \$55. PICK-REL WALNUT COMPANY, St. Louis, Mo. NO. 2 C., & BTR., 4/4, 5/4, 6/4 & 8/4". WOOD MOSAIC COMPANY, New Albany, Ind.

DIMENSION STOCK WALNUT

SQUARE, 2½ and 2½, 14 to 16", \$30; 2½ and 2½", 19 to 20", \$40; 2½ and 2½", 22 to 24", \$50; 2½ and 2½", 26 to 30", \$60; 2½ and 2½", 32 to 36", \$70.

36", \$70. CLEAR GUNSTOCKS, 3x18x6x2\(\frac{y}{a}\)", 10 cents each; 48" length, 2" tip, tapered 6" butt (re-jected government stocks, small defects) 14 cents each. PICKREL WALNUT COMPANY.

VENEER—FACE BIRCH

SEL. 1/8", 40" wide, 84" long. MEDFORD VENEER COMPANY, Medford, Wis. GUM—RED

QTD., FIG D., any thickness. L VENEER MILLS, Louisville, Ky. MAHOGANY LOUISVILLE

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MA-HOGANY CO., Chicago, Ill.

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—PLAIN

RED and WHITE, sawed, all thicknesses. HOFFMAN BROTHERS CO., Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK-QUARTERED

RED & WHITE, all thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne. Ind. ANY thicknesses, LOUISVILLE VENEER MILLS, Louisville, Ky.
SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, III. ANYTHING in walnut, veneers, pl. & fig.

CROSSBANDING AND BACKING

GUM
thickness. LOUISVILLE VENEER
Louisville, Ky. ANY thickness.
MILLS, Louisville, Ky.
POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PANELS & TOPS

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, III.

QTD. FIG., any thickness. L VENEER MILLS, Louisville, Ky. **MAHOGANY** LOUISVILLE

ANY thickness. LOUISVILLE VENEER MILLS. Louisville, Ky. STOCK SIZES 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill. OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes. good 18 and 2S. HUDDLESTON-MARSH MAHOGANY CO.. Chicago, Ill.
WALNUT

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

It Tells Just What the Consumers Use

ANY hardwood or veneer man considers his personal knowledge of the requirements of his own trade his greatest asset.

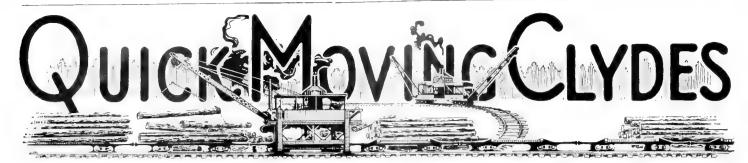
But he realizes that if that knowledge is confined to a limited number of concerns his sales will be the same year after year. Hence to grow he must acquire more knowledge regarding other possible customers.

Do you as a seller of hardwoods or veneers think it is good business to invest years of your time and quantities of your money to gather that knowledge when you can get logically collated first-hand and absolutely live and authentic information on thousands of such consumers and can have the use of it immediately after application?

The cost is nominal and the service is elastic in its form and can be made to fit your peculiar requirements exactly. Write now and get the benefit of the annual corrections.

HARDWOOD RECORD,

CHICAGO, ILL



During
the Fall
meeting
of the
Southern
Logging
Association there
was presented a
paper upon:—



"Recent Inventions and Improvements in Skidding and Loading Machinery"



The entire text of this paper, illustrated with engravings of some of the machines described, appears in the JANUARY Number of LOG-GING, a sample copy of which we will gladly send on request.

CLYDE IRON WORKS

DULUTH, MINN., U. S. A.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

HAVE FOLLOWING STOCK AT IRON MOUNTAIN, CAR SHIPMENTS:

100) N	ft	on Maple
50	M	ft6/4 No. 3 Commo	on Maple
50	M	ft4/4 No. 1 Comm	on Birch
15	M	ft	ter Birch
15	Μ	ft	ter Birch
50	M	ft	Soft Elm
22	M	ft4/4 No. 3 Com	mon Ash
100	M	ft 6 ft. Coal Door	Lumber

We Can Ship at Once

20M 5 4 No. 3 Common Maple Resawn in Center, Rough.

75M 4 4 No. 3 Common Beech.

500M 4 4 No. 3 Com-mon Maple.

50M 1x7" and up No. 1 Common & Better Maple.

7M 4 4 Log Run

Cherry.
150M 6 4 No. 2 Common & Better Beech (Green).

ASK FOR PRICES ROUGH OR WORKED

EAST JORDAN LUMBER

Manufacturers "IMPERIAL" Maple Flooring

EAST JORDAN, MICH.

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

in all standard widths, grades and thicknesses, is just what you are looking for on that particular order. Write us, and we will convince you.

Kerry & Hanson Flooring Co. Grayling, Michigan

We are members of the Maple Flooring Manufacturers Ass'n.

DOOR MAKERS

can buy one 1/8" birch and oak veneer from stock on hand. This means prompt service. We sell log run or cut to standard dimensions.

FURNITURE MANUFACTURERS

can be assured of consistent quality in our 3/16" and 1/4" three-ply birch or oak drawer bottoms or case racks.

Wisconsin Veneer Co.

Rhinelander, Wisconsin

We have the following dry stock to offer:

200,000' 1" No. 1 Common & Better Unsel. Birch.

12,000' 1x4" one and two face clear Birch strips.

12.000' 5/4" No. 1 Common Unsel. Birch.

200,000' 4/4" No. 1 and No. 2 Common Hard Maple,

60% No. 1 Common. 40% No. 2 Common.

25,000' 1x4" one and two face clear Hard Maple strips,

Let us have your inquiries.

FOSTER BROS., Tomahawk, Wis.

WISCONSIN AND MICHIGAN HARDWOODS

We Have It 12 Months Dry WINTER SAWN WISCONSIN HARDWOODS

4/4 to 8/4 Red Birch

4/4 to 8/4 Unselected Birch

4/4 No. 1 Basswood

5/4 to 6/4 No. 3 Com. Basswood

4/4 Log run Soft Elm 4/4 No. 3 Soft Elm

4/4 Log run Red Oak 4/4 Log run Soft Maple

Let us quote you prices

RICE LAKE LUMBER COMPANY

Yards and Mills, RICE LAKE, WISCONSIN



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White Pine, Yellow Pine, Spruce, Hemleck, Fir, Lumber, Timber. Millwork, Boxes, Maple and Oak Flooring

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OUR SPECIALTY
Plain and Quartered Red
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A Complete Stock of Seasoned Hardwoods including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm. Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut,

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Hardwoods of All Kinds

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The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

ININS ILVER STEEL SAW

UST as a record cut was established with ATKINS SAWS by one of the largest lumber companies in the country—at a consequent profit—you also can secure greater profits through their use in your mill.

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The Great Southern Lumber Co., Bogalusa, La., with ATKINS SILVER STEEL SAWS cut:

1,006,086 feet in a run of 22 hours, averaging 45,731 feet per hour or, 1,097,544 feet in 24 hours.

A record which only SILVER STEEL SAWS could establish.

COMPETITIVE TESTS have proven this.

Their high quality, superior workmanship and absolute uniformity assures you of lower production costs and increased capacity.

Give Them a Trial

E. C. ATKINS & CO., Inc.

ESTABLISHED 1857

THE SILVER STEEL SAW PEOPLE

Machine Knife Factory—Lancaster, N. Y. Home Office and Factory, Indianapolis, Ind.

Branches carrying complete stocks in all large distributing centers, as follows:

ATLANTA, CHICAGO, MEMPHIS,

MINNEAPOLIS, NEW ORLEANS, NEW YORK CITY,

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DON'T FAIL TO WRITE FOR OUR NEW MILL SUPPLY CATALOG

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Preparedness

We have mobilized for an emergency

It is well that consumers of lumber familiarize themselves with conditions for an emergency.

If So

When the crisis comes and you need dry, well manufactured lumber and need it badly, you are prepared, having familiarized yourselves with the quality and character of lumber produced by

STIMSON MILLS

JUST WHAT YOU NEED

To carry away the Dust from that Extra Machine—perhaps the Sander



Built with inlets 5, 6, 7 and 9 inches in diameter.

This fan is reversible and adjustable as to hand and discharge—may be inverted to hang from the ceiling—has Dust-proof, Leak-proof, Self-oiling Bearings with large oil reservoir—requires little attention.

WRITE FOR CATALOG R-12

CARAGE FAN OMPANY.

HEATING VENTILATING & DRYING ENGINEERS.
KALAMAZOO-MICHIGAN-U.S.A.

GRAND RAPIDS VAPOR DRY KILN

GRAND RAPIDS MICHIGAN

Grand Rapids means quality in Furniture Design and Kilns

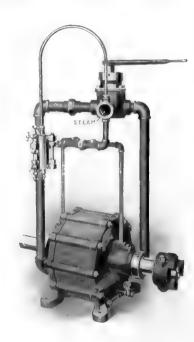
Forty-seven Grand Rapids Vapor Kilns are in use or building at the following ten plants in Grand Rapids:

Sligh Furniture Company
G. R. Furniture Company
G. R. Refrigerator Company
Kindel Bed Company
Valley City Chair Company
John D. Raab Chair Company
American Seating Company
Luce Furniture Company
Widdicomb Furniture Company
Wilmarth Show Case Company

You can benefit by their experience and our thirty years of woodworking and experimenting.

Our organization is at your service. Engineers — Manufacturers — Contractors

GRAND RAPIDS VENEER WORKS
Grand Rapids, Mich.
Western Agents Greeff Varnish Kilns



SOULE Steam Feed

Designed for the sawmill by a mill-man.

It will not use excessive steam and gives instant and positive control.

Our prices are actually, not relatively, low.

It has positively increased capacity from 10 to 50 per cent

SOULE STEAM FEED WORKS MERIDIAN, MISS.

DRUM OUTFITS, STACKERS, POWER TIMBER HANDLERS, LATHES, DOGS AND OTHER MILL EQUIPMENT

FORWOOD BOOK

Semi-Monthly Twenty-Second Year

CHICAGO, FEBRUARY 25, 1917

Subscription \$2. Single Copies, 15 Cents.



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ESTABLISHED 1798

Large and well selected stock for prompt shipment

J. Gibson McIlvain & Company Philadelphia, Pennsylvania

The Golden Rule Quality

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Rotary Gum Core Stock Built-up Panels Drawer Bottoms Crossbanding Chicago Office GEORGE B. OSGOOD, Peoples Gas Bldg. Grand Rapids, Mich., Office FRANK B. LANE, Houseman Bldg.

(See inside back cover)



R. HANSON & SONS

GRAYLING

MICHIGAN

Michigan Hardwoods

Make Steady Customers

White Pine, Norway, Hemlock

Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1×10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.

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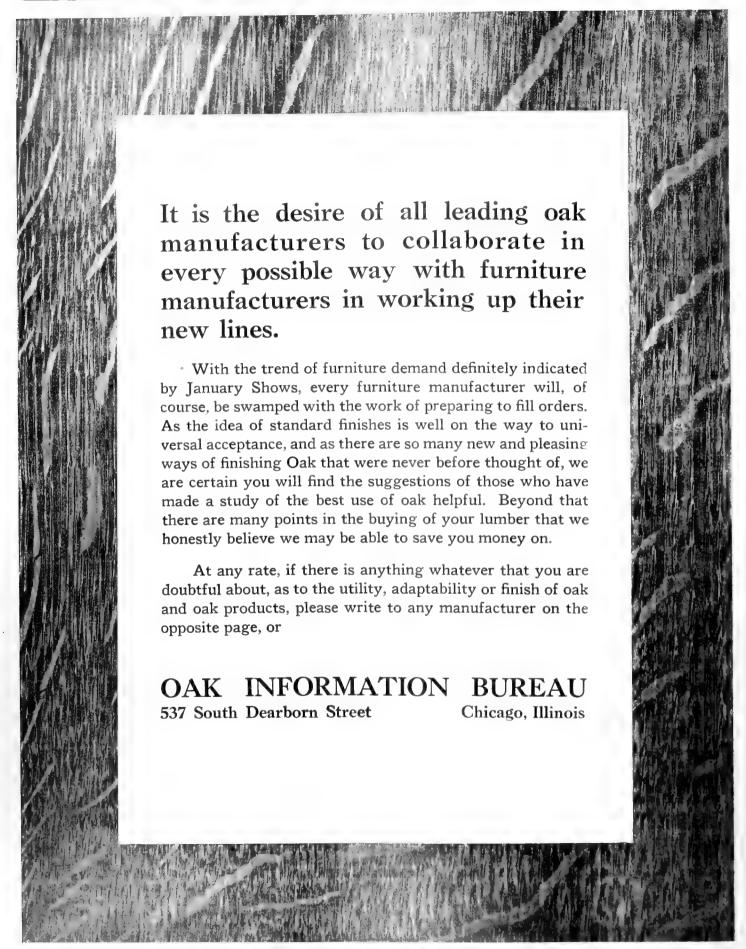
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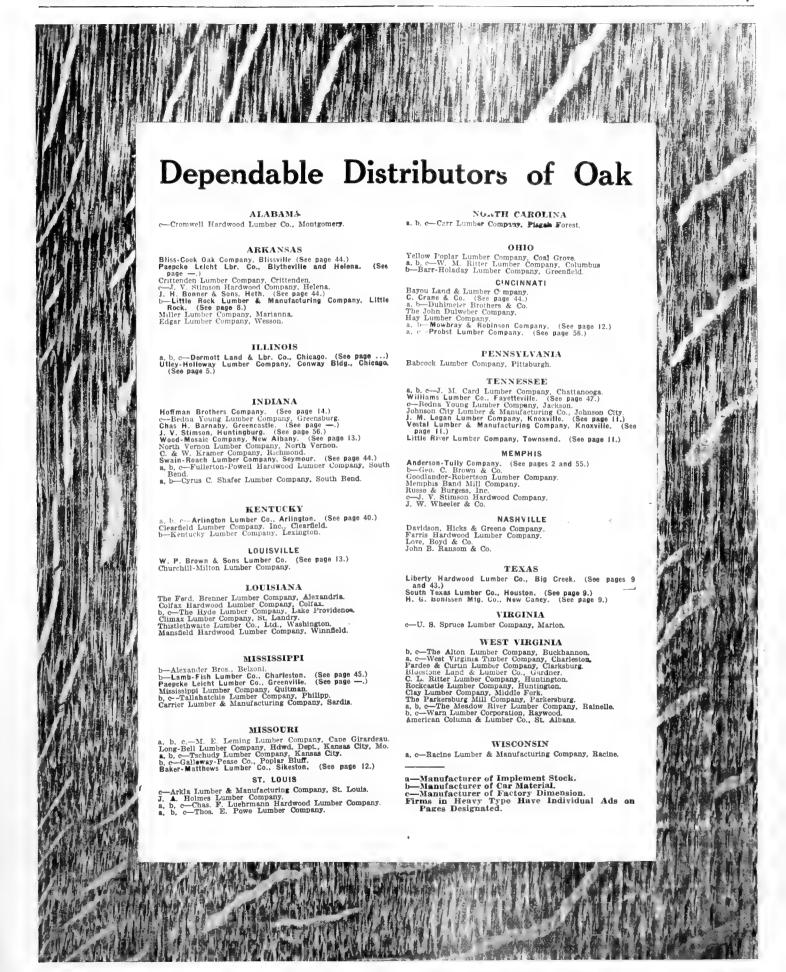
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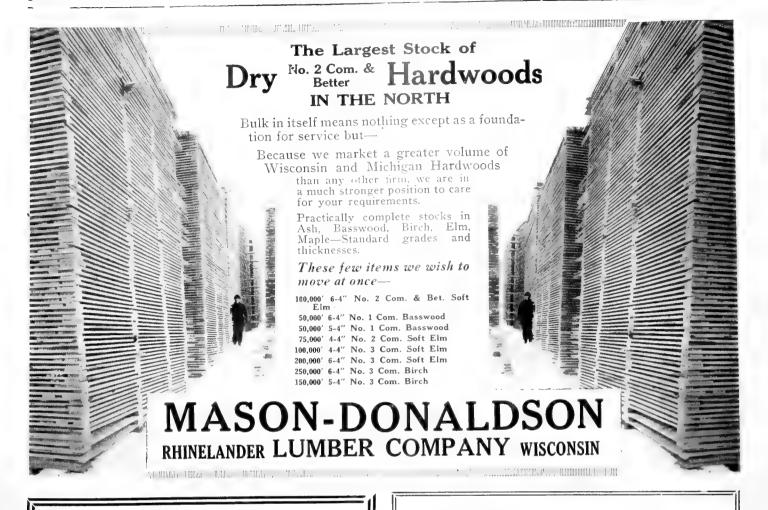
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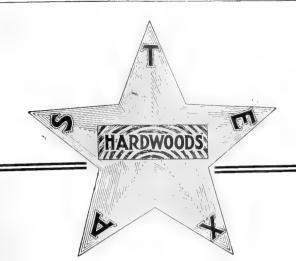
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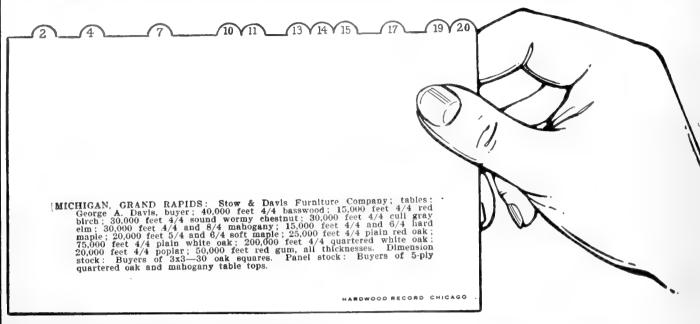
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See Lists of Stock on Pages 50-51

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It Now Shows Buyers' Needs for 1917



Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturers consumers throughout the United States and Canada.



Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

		Key	7
1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut'	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous; including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than 74 bulletins, and additional bulletins of corrections and additions are printed frequently.

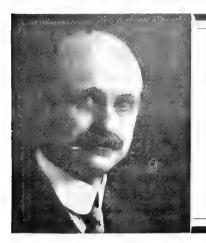
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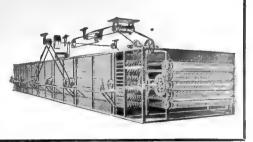
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We are manufacturing kiln-dried mahogany and walnut dimension stock at the rate of 1,500,000 feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

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The Dean-Spicker Co.

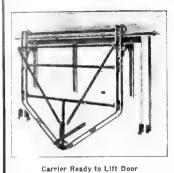
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Manufacturers of

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Heat Time Trouble Money

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THOUSANDS ARE IN USE

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PHWOOD Reco

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THE HARDWOOD COMPANY

Edgar H. Defebaugh, President Edwin W. Meeker, Managing Editor Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building 537 So. Dearborn Street, CHICAGO Telephones: Harrison 8086-8087-8088



Vol. XLII

CHICAGO, FEBRUARY 25, 1917

No. 9



Review and Outlook



General Market Conditions

THERE IS SUCH A COMPLEXITY of conditions to be viewed and analyzed by the business man of today that it is extremely difficult to form a summarized view of lumber probabilities that will be sufficiently logical to be proof against contradictory argument. While the paramount consideration a couple of weeks ago had to do with the probable effect of international complications, the growing acuteness of the car trouble has forced itself to the point of first consideration. What slackness and hesitation naturally marked the early period immediately following the severance of relations with Germany seem to have been considerably overcome, and where orders were held up and uncertainty prevailed, a more definite course of action seems to have been decided upon, for in many cases where shipments were ordered held up, subsequent instructions have started them moving again. Also, in the face of hesitancy in some quarters over the placing of contract orders, a very substantial number of firms have let contracts during the past week or ten days, the proportions of which have exceeded the proportion of contracts for similar purposes in former years. Thus one can argue back and forth on both sides of the question as far as the effect of international complications is concerned and find logical reasons supporting almost any theory.

One of the trade barometers to which HARDWOOD RECORD has always given consideration, the printing and engraving industry, shows favorably. There was an immediate stopping of new work (in connection with sales expansion) in this field when the news of the break with Germany was first published. For a week thereafter there was a period of marking time, but now with few exceptions printers and engravers are reporting that these former orders have been taken up and that the check to activity is almost entirely overcome. Printing and engraving of this character gives an accurate measure of the extent of the plans for trade building on the part of many industrial and commercial firms and the renewal of active work along these lines is suggestive of only the predominance of fundamentally strong conditions.

However, the car shortage is another proposition, and it appears at this date that the point worthy of the greatest consideration is the probable effect of government action in connection with food shortages due to embargoes and shipping conditions. It is apparent that if the government goes into this question there is only one thing to do-not legislate, but act. It is equally apparent that as the shortage of food and other absolutely necessary commodities in the big eastern markets results directly from insufficient immediate shipping facilities, the one thing to do is to provide those facilities. This leads to the certain conclusion that the only way to provide more shipping possibilities is to arbitrarily hold up shipments of articles that are not absolutely essential to the immediate welfare of the people, and turn over those cars and that motive power to the task of moving food stuffs, coal and other goods that must be kept going. Hence, if the government really acts, its course can take no other direction, and while the car shortage is already alarmingly serious it is likely to become even more so in the immediate future if the government works out a tangible plan and carries it through.

The immediate effect of this general condition on the hardwood trade shows in the increasing difficulty in shipping (many large companies are now paying no attention whatever to securing new orders in the face of the impossibility of making delivery); it is so seriously interfering with log input that many northern and southern mills have been compelled to shut down; it gives promise of crippling manufacturing still further with the probability of resulting in material curtailment in production. However, this last probability is rather favorable as over-accumulation of hardwood stocks at this particular time would present a rather dangerous possibility. Many factories are now short on raw material and in some cases reduced working hours have been necessary. The scarcity of fuel at some northern points has also been a serious result of car shortage and has somewhat impaired the manufacturing industries which consume hardwood lumber.

Considering the matter from the standpoint of price, no sane man can contend that the outlook is for anything but greater strength. Considering it, however, from the standpoint of possibility of making profits, no one can make profits unless he delivers his lumber and receives his payments. At the consuming end no factory can make profits unless it manufactures its goods and ships them out and it cannot manufacture if it has not the raw material. Therefore, the one big question is:

"What is the immediate future in transportation circles?" The best ability in all trades today is being centered on the solution of our very complex transportation problem.

The Cover Picture

THE DEAD YELLOW POPLAR TREE, draped in festoons of THE DEAD YELLOW FOLDER TRUE, Mary picture illustrating this issue of Hardwood Record, has a history which will compare with the records of other famous trees. On July 12, 1864, from the top of that tree flew the Confederate signal flags by which General Early directed the battle which he would like to have seen result in the capture of Washington, the capital

of the United States. The tree stands three miles inside the corporate boundaries of Washington, and within four miles of the capitol building. The fight that raged that day north, south, east and west of that tree is known in history as "the battle of Brightwood." It was fought wholly inside the city of Washington. It was a narrow escape for the city. The Confederates had made a rapid dash from Virginia and appeared in the northern suburbs of Washington almost before their presence north of the Potomac was known, and before troops from the lines near Richmond could be brought up for defense.

The few soldiers in Washington were reinforced by police, citizens, and anybody who could handle a gun, and the enemy was checked at a line of trenches furnishing the inner defenses of the city. Meanwhile Union gunboats opened fire with heavy guns from the Potomac river, about five miles distant, firing over the city and dropping shells in the Confederate lines.

A large poplar tree which overtopped the surrounding timber was used by General Early as a signal station, and throughout the day his flags directed the battle from the top of the tree. During that critical time, President Lincoln was standing within three-quarters of a mile of the signal tree, watching the combat from the parapet of a Union trench. The poplar tree, as might be supposed, from the fact that Confederate flags were displayed from its top, was the target for many a volley from the Union lines. Its bole is said to have been little better than a lead mine by the time the battle was over and the Confederates were in retreat. Be that as it may, no bullet holes are visible on the dead trunk now. Fifty years of growth, since the battle, buried all scars under new wood.

The tree escaped alive from battle only to die a tame death half a century later. Its roots were laid bare in grading a street, and the wounds proved fatal. During recent years several buildings of the Walter Reed Army Hospital have been erected in the vicinity, one of them showing in the picture only a few steps distant. The photograph was taken by a representative of Hardwood Record last October, and a measurement of the trunk was made at the same time. The bark is gone, and the diameter at four feet from the ground is five and a half feet. The snag, which otherwise would be unsightly, is made ornamental by a luxuriant growth of Virginia creeper.

Both sides overestimated the strength of their opponents in the battle. Had the Confederates been as strong as their enemies supposed them to be, they would have taken Washington; and they would have taken it anyhow, had they known how few the defenders were. The Confederates had only 15,000 men and were out for a raid rather than with any serious purpose of taking the national capital. How greatly General Early overestimated the army and the defenses against which he fought is indicated by his report to his superiors, wherein he expressed the opinion that Washington could not be captured.

Beyond Human Control

THE GOVERNMENT'S RECENT REPORT ON FOREST FIRES in the United States in 1915 brings out very forcibly the fact that there is one cause of such fires which is now and forever shall be beyond human control. No rules, regulations, laws, or enlightened sentiment can reach that cause or lessen the danger from that source. That cause is lightning. It had long been known that trees were sometimes set on fire by lightning, or by "thunderbolts" as the old settlers used to suppose; but not until records began to be kept did any one suspect that lightning ranks very high as an incendiary.

During 1915 there were placed on record in this country 2,298 instances where forest fires were started by lightning. The large number will surprise many people, and it will be equally a surprise to learn what regions contributed most largely to the number. A person risking a guess would probably say that it would be the Appalachian states from New York to Georgia, for it is held by pretty common consent that the most frequent and most terrific thunderstorms in the United States are staged along those mountain

ranges. Records show, however, that the aggregate number of forest fires started by lightning that year was only 136 in the states of New York, Pennsylvania, Maryland, West Virginia, Virginia, North Carolina, South Carolina, Georgia, Tennessee, and Kentucky.

Some of the far western states make a more spectacular showing in the fire records. That is likely to surprise some persons who have been under the impression that the Pacific Coast states, particularly Oregon and California, are immune from lightning. Information sent broadcast from those states by chambers of commerce and real estate agents have led to the belief by many that thunderstorms are unknown there.

Official records tell a different story. During the year under investigation Montana had 315 forest fires due to lightning, California 382, Oregon 389, and Idaho 728. Any one of those states had more than twice as many such fires as in the whole ten Appalachian states named. Idaho seems to occupy the center of the worst lightning area of the United States.

It is well to bear in mind, however, that the record deals only with fires actually started by lightning, not with the frequency of lightning where fires did not happen to start. The lightningcaused fire usually originates in a dry tree that is hit. The high record of the far West in comparison with the East is probably due to different climatic conditions. In the eastern part of the country a thunderstorm is always-with the rarest exception-accompanied by rain. Among the far western mountains it sometimes happens that there is much lightning and little rain, sometimes scarcely a drop. Under such conditions most dry trees when struck take fire and continue to burn and the neighboring thickets and grass are fired by falling sparks. If a tree is set on fire during an eastern storm, the rain quickly extinguishes it, and the circumstance never gets into the records. There can be little doubt that more trees are struck by lightning in the East than in the West, but more are set on fire in the West.

Such fires cannot be prevented. The best guard against the damage which they are liable to cause, is a trained force of fighters, quick to discover and prompt to extinguish such fires as are started by lightning.

Movements Toward Forestry

CRESTRY SENTIMENT IS GROWING AMONG THE PEOPLE and is manifesting itself in state legislatures. Measures are being taken to provide lumber for the future, and it is recognized that timber must grow where none is now growing, and that time is necessary. Forests cannot be produced over night, like a well-known politician proposed to produce an army of a million men in a single day.

Minnesota is moving to reserve for timber growing all state lands which are better fitted for forests than farms. But Michigan is taking the longest look ahead in the matter of forestry. A hundred-year program has been prepared but has not yet been sanctioned by the legislature, which must pass the necessary laws to put it into effect. The plan includes tree planting on a large scale for the purpose of furnishing lumber to the future inhabitants of Michigan. The scheme calls for the planting of 4,500 acres of trees each year for sixty years. At the end of that period there will be 270,000 acres of growing timber. The appropriations to carry on this work should amount to \$155,000 yearly for the first thirty years, and \$217,000 a year during the succeeding thirty years, and a slightly increased yearly appropriation during a further short period.

The expense, when calculated at compound interest, will aggregate a large total as the century mark is passed; but it is calculated that at the end of 117 years the forests will have paid all expenses and will be ready to begin paying profit.

It is presumed that white pine will be depended upon as the chief asset in this work. Details have all been worked out on a scientific basis, and no doubt of the practicability of the plan is entertained from the forester's viewpoint. The only doubt is whether the people will be willing to put up money every year for more than a century before anything appears in the profit column of the ledger.



The Lumberman's Round Table



From the Consumer's Standpoint

One of the best things that could have happened, from the standpoint of the consumer of dimension lumber, was the organization of the association of dimension manufacturers last month. This business demonstrates in excellent fashion the truth of the statement that it is to the interest of the buyer that the seller make a profit on his operations—otherwise he cannot continue to serve the consumer effectively.

The dimension business has always been marked by a lack of real knowledge of production costs on the part of those engaged in it; at least, buyers in many cases were able to get stock at figures which, compared with the cost of lumber plus labor and manufacturing expenses, appeared ridiculously low. This has not made for good service; in fact, one of the things buyers have been in the habit of complaining about was that specifications were not always carried out with sufficient care, and that the apparent advantages of buying lumber cut to size have been spoiled by practical defects of carrying out the idea. Thus low prices, while seeming to favor the buyer, have made for indifferent service, so that the situation has been satisfactory to neither party.

The new association will confer a benefit not only on the manufacturers belonging to it but to consumers of that kind of stock if they put the business on a business basis; bring about the adoption of correct methods of figuring costs, and develop selling prices representing something more than guesswork. This may mean that the buyer will have to pay more for stock, but he will get better service; and the writer predicts that this will lead to more factory men, instead of fewer, buying dimension lumber than are being supplied that way at present.

Lumber Trade After the War

Lumbermen who are on the lookout for bullish influences would have been interested in a little talk which a RECORD correspondent had recently with an officer of a concern which is spending more money than any other to enable the metal bed to stay in the running with that made of wood. Just now the wood bed is on the map in big letters, and the metal bed people are justified in feeling that they have got to fight to hold their own, not to mention increasing the volume of their business. This is good news, of course, for the lumberman; but the attitude taken by this metal bed man with reference to conditions in the lumber trade after the war ought to make the hardwood operator feel pleasant, too.

"We figure," explained the bed manufacturer, "that we are now in the worst possible position: that from now on conditions will get better and better for us, and less easy for wood bed makers. Right now, with the war going on, steel prices are "way up, and steel is hard to get at any price, owing to the requirements of the munitions makers. After the war the situation will be reversed. The demands for steel products will fall off, while the requirements of Europe in the way of lumber will certainly force prices up materially. That is the way we have it figured out."

Assuming that the bed man, who has a \$6,000,000 company and enough investment to warrant a careful investigation, knows what he is talking about, the future looks pretty good for those in the hardwood business.

The Kitchen Cabinet Trade

According to one of the best posted manufacturers of kitchen cabinets in the country, whose plant, of course, is located in Indiana, there are more than 120 concerns making kitchen cabinets. This is a few more than one would have thought from a casual inspection of the field, and suggests the extent of the consuming capacity of these concerns.

The most impressive feature about the kitchen cabinet business, as revealed by an inspection of the Chicago market during January, is the improved construction which is being used in the manufacture of these goods. Instead of being sold because of the novelty of the idea, as in the old days, kitchen cabinets are now staple, and business is secured because of convenience in design and durability of construction. This means that hardwoods are being used in greater amount,

that the drawers are being made of glued-up stock, that the hardware and the finish are improved, and that, in general, the cabinet is a better piece of furniture. Some of the cabinets sell at from \$40 to \$50, which suggests that pretty good material and workmanship can be put into them.

There was recently one exhibition of cabinets shown in the Chicago market in which tops made of black walnut combined with white maple were featured. The tops were made with inch strips of these two materials alternating. Taking it altogether, it looks as if this line offers a better market for hardwoods now than it ever did before.

The Test of Ability

An old proverb runs, "If you want a thing done well, do it yourself." The modern business man says, "If you want a thing done well, select your lieutenants intelligently."

As a matter of fact, with manufacturing being done on such a large scale, and with distribution and sales all furnishing problems for real men to deal with, the development of the right kind of organization is the real test of business ability. There are men who can run a small business successfully, but could never cope with the management of a large one, simply because they do not understand how to pick able assistants, nor how to delegate important details to them.

A certain hardwood man, whose career during the past ten years has been a continuous record of success, is now operating six or eight sawmills in various parts of the South, and has as many salesmen scattered all over the consuming districts of the country. Each of his mills has an experienced superintendent in charge, and practically runs itself. As a result of having a thorough organization, this manufacturer is able to give time to the big features of the business.

This is not to say that department heads do not need supervision and help. But the business which is well organized has the means for determining when and where help is needed, and assistance is rendered at the proper time and place.

Putting it up to mill superintendents, sales managers and others in responsible executive positions to get things done is the best way to develop ability to do them.

When Cars Run Short

When everything is working along nicely, and it is possible for the manufacturer to load cars and deliver material to his customers in minimum time, a good deal of talk is usually heard on the subject of the advantage of letting the manufacturer, whether it be lumberman or veneer maker, carry the stock. All that the user has to do is to unload the material right into his dry-kiln or factory and put it to work, not only cutting down his investment in stock, but getting a much more rapid turn-over of his capital.

Theoretically, this is fine business, but conditions like the present emphasize the fact that the scheme doesn't always work. A certain rotary veneer manufacturer down South said recently that the car situation is the worst that he has ever known, and some of the big buyers who seldom order ahead of requirements are burning up a lot of money in telegraph tolls urging rush shipment when cars are almost unobtainable. And it is nearly as bad regarding lumber.

No consumer would be expected to put enough material in stock to make himself independent of car shortage absolutely, but he should at least have a reserve supply of some sort, so that he will not be entirely at the mercy of conditions of this character. A little investment in lumber and veneers of dimensions which are regularly used in the plant will not represent a great addition to the overhead—but it may make things a lot easier for everybody in the production department when shipments are coming through too slowly.

Knowledge taken from the past is not always a reliable guide for future performances. It must be supplemented by an understanding of progress and changing conditions.

Hardwoods and Softwoods

HII MAXWELL



It is quite generally known that the terms hald wood and softwood do not refer specifically to the hardness of the offices of the woods, ut serve rater to designate classes. No plan has yet been agreed upon by users generally for classifying woods to accordance with physical hardness, and relatively a small number of species have won to be way to extensive use because of their exceptional hardness or softness. However, special demand due to these properties affords an interesting subject for study of the utilization of woods.

ARTICLE FOUR

In daily practice, some woods are classed as hardwoods, others as softwoods. The line of separation between the classes is botanical, and the distinction is not necessarily based on actual hardness or softness. Woods of hard texture are not all in one division, nor are those that are soft all in the other. The leaf which a tree bears determines whether the wood shall be called hardwood or softwood, but the leaf is no guide to the wood's actual hardness or softness. It is simply the test accepted by common consent. If the leaf is needle shaped, the tree is a softwood, whether pine, fir, hemlock, spruce, yew, cypress, larch, sequoia, tumion, torreya, or cedar. If the tree bears a broad leaf, it is a hardwood, whether oak, cottonwood, beech, willow, ash, basswood, gum, buckeye, maple, persimmon, or any other of the 450 broadleaf species of the United States. The distinction is clear-cut, and if it is known what kind of leaf-any tree bears, its classification as hardwood or softwood can be determined then and there. Palms and eacti are outside of both classes.

A classification based on actual hardness would be very different from the system now in use, and it would be unsatisfactory and would lead to interminable disputes. Attempts at such classification have been made. In restricted regions some use is made of other classifications. In the Lake States some persons speak of "the hardwoods" when they mean beech, birch, and maple, and nothing else. In some parts of the southern cypress region they speak of "hardwoods, softwoods, and cypress," thus putting cypress in a class to itself. In softness, cypress fits in between white pine and buckeye, and there is no physical or botanical reason why it should stand apart, though such a thing might be desired for commercial reasons.

QUANTITIES COMPARED

There is six times as much softwood as hardwood stumpage in the United States; but if the species or kinds of trees are considered, there

DOLESENS

DOLESE

MACHINE FOR TESTING WOOD'S HARDNESS

This is part of the equipment of the Forest Products Laboratory at Madison, Wis. A steel ball or point is forced into wood by slow and continuous pressure which is duly recorded.

are four hardwoods to one softwood. The hardwoods do not average one billion feet in the entire country for each species, but the softwoods average twenty-five billion feet stumpage per species. A single softwood, Douglas fir, could produce more lumber, if a clean cut were made, than could be cut from all the hardwoods of the United States.

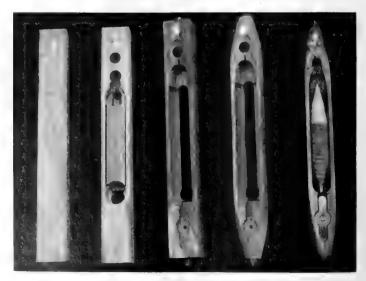
Although in bulk the hardwoods amount to only one-sixth of the softwoods, they are much richer in variety, finer and more diversified in grain, more beautiful in appearance, and of wider range in color. The strongest, stiffest, hardest woods of this country belong in the hardwood class, but there are strong, hard, stiff woods in the other class also.

Both classes grow in all large divisions of the United States; but the bulk of the softwoods is west of the one-hundredth meridian and most of the hardwoods east of that line. Hardwoods west of the Rocky Mountains are of relatively little value; but the quality of the eastern softwoods, including the southern yellow pine, is not inferior to the product of the western forests.

THE HARDNESS OF WOOD

The ordinary user of wood tests its hardness by chopping it with an ax, cutting it with a saw, boring with an auger, trying it with other edged tools, or in some other experimental way. The test meets the requirements of the majority of users, but an exact record is not practicable under such circumstances. A carpenter might believe that yellow poplar is softer than basswood, and his own experience might warrant that conclusion; and on the same evidence he might assert that oak is harder than ash. But if there were no records other than his own opinion, he might find it difficult to convince another carpenter who held a contrary opinion based on different experience.

Exact measurements and dependable records are essential, and these cannot be obtained by the rule of thumb. Machines are in use by laboratories for testing the hardness of woods in such a way that one specimen may be compared with another. The machines work on the principle of applying pressure—not blows—to drive a point or an edge into the wood a specified depth. The point to be forced into the wood

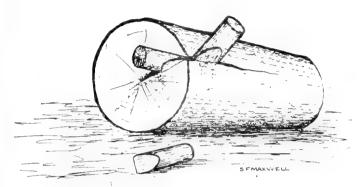


PROCESS OF MAKING SHUTTLES

The shuttes in textile mills must give peculiar and exacting service and only American woods are considered wholly satisfactory—dogwood and persimmon.

is sometimes very hard, polished steel ball of a size agreed upon. Naturally, different woods have varying degrees of hardness. The greater the hardness, the more force is required to drive the point to the specified depth.

Nearly forty years ago a list of 300 American woods, showing the relative hardness of each, was prepared for the government. The comparative hardness of the different specimens was shown by the series of numbers from 1 to 300. No 1 was the hardest (lignum vitae) and No. 300 the softest (gumbo limbo, and all others came between. Every wood in this list below 42 is a broadleaf species. The hardest of the needle-leaf trees—the softwoods—is pond pine, a rather inferior tree which is met with on the south Atlantic coast of the United States. Its number is 42 in the list referred to. Forty-one broadleaf trees exceed in hardness the hardest of the needle-leaf trees. From 42 to 300



WOODEN GLUTS FOR SPLITTING TIMBER

in the list, the softwoods and hardwoods are well mixed, when ranged in regard to hardness.

In a list of our twenty hardest woods, seventeen come from Florida and three from west of the Rocky Mountains. This list may be of interest and it is here given, though not one of the twenty, except lignum vitae, is ever heard of in shop and factory, and the lignum vitae in use here does not grow in this country but is imported.

THE TWENTY HARDEST U. S. WOODS

Rank in	Rank in
Hardness	Hardness
Lignum vitæ	Emory oak
Sonora ironwood 2	White stopper
Black ironwood	Pigeon plum13
Red ironwood 4	Florida plum14
Cinnamon bark 5	Satin leaf
Torchwood G	Wild sapodilla16
Princewood 7	Douglas oak
Mangrove 8	Satin wood
Red stopper 9	Florida button wood19
Rocky Mountain blue oak10	Gurgeon stopper20
T. 1 4 1 2 12 12 1	

It is not improbable that some of these extremely hard woods might make shuttles, but it does not appear that anyone has ever tried them out. Most of them occur as trees of inferior form and size.

It may be of interest to compare the twenty softest woods of the United States with the twenty hardest named above. The softest follow, ranging from No. 281 to No. 300.

TWENTY SOFTEST U. S. WOODS

Rank in Hardness	Rank in Hardness
Sitka spruce281	Balm of gilead291
Yellow buckeye	Lovely fir
White spruce	Black cottonwood293
Western red cedar284	Alpine fir294
Pawpaw	Largetooth aspen295
California big tree286	Golden fig296
Southern white cedar287	Arborvitæ297
Idaho white pine288	Downy cottonwood298
Fraser fir	Grand fir
Common basswood290	Gumbo limbo300

So far as figures are available, the foregoing are the softest woods of this country; but we have data on only 300 species, leaving nearly that many which have never been tested. Probably woods both harder and softer than those here given will be found when all American

species have an article. The list of twenty softest woods contains several of great importance, both needle-leaf and broadleaf, as well as some which are of little account.

HARDNESS OF VARIOUS WOODS

Oaks are all hard, but the different species vary. Three unimportant ones are included among the country's twenty hardest. There are fifty-two oaks in the United States and the following list names ten, all of which are or have been important in the country's industries. Beginning with the hardest, southern live oak, they range:

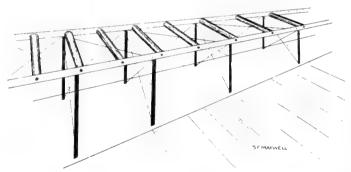
	Rank i	in	Rank in
Oaks	Hardnes	88	Hardness
Southern	live oak 3	()	Shingle ook ,
Texas red	oak (spotted oak) 4	1-1	Willow oak
Overcup (oak (Forked-leaf oak), 7	2	White oak
Bur oak		.2	Yellow oak
Cow oak	S	33	Red oak (northern)150

Sycamore and yellow birch differ little in hardness. Pignut hickory and dogwood are nearly the same. Red gum is about like paper birch. Black walnut and white elm differ little. Mahogany is harder than hickory, not so hard as persimmon, but much harder than any of the birches.

HARDNESS INFLUENCES USE

While wood is employed for many purposes where its hardness or softness is not specially considered because the requirements are not exacting, there are many other uses which are largely determined by a wood's hardness or softness. For example, a wood too soft is not suitable for railroad ties, because the rails cut into them, and the wallowing of the tie in the bed of ballast wears the wood out before it becomes useless through decay. Ties of that kind will last longer if steel plates fit between the rail and the wood.

Wood's hardness is highly valued by floor makers. Actual tests have shown that a maple floor outwears marble, where conditions are similar. Floors of birch and beech are nearly as durable, while oak compares



WOODEN ROLLER WAY FOR LOADING LUMBER AT DOCK

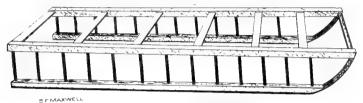
favorably with the best, and longleaf pine's hardness assures excellent wearing qualities. The popularity of black gum and cotton gum for factory and warehouse floors is due less to hardness than to the interlaced fibers which under heavy wear become a felted surface which is little inclined to scratch or splinter. The same quality gives teak its high value for ship decks; the broomed fibers convert the surface into a wearing mat. Teak is not an exceptionally hard wood.

The wooden rollers used in sawmills for off-bearing the lumber, and on docks and landings for loading and unloading boats with timber and lumber, are made of the hardest woods procurable, maple, birch, beech, hickory, locust, mesquite, and persimmon. These woods are likewise preferred for the large rollers used by house movers. Unless very hard, the rollers are soon frayed or crushed.

Before the days when it was customary for sleds to be shod with steel, the rural maker selected his sled soles from the hardest woods within reach, each region having one or more that were excellent. The rollers above referred to had to sustain a crushing, grinding force; but the sled sole glided along and was worn out by incessant scraping, and it was required to present a hard, smooth surface. Hickory, hornbeam, dogwood, persimmon, sourwood, and white oak were preferred when obtainable. The wearing qualities of hickory surpass any other wood when it must resist rubbing in the direction of the grain, as in a sled

sole. Ernest H. Shackelton, the antarctic explorer, after long and trying experience on glaciers and moraines, equipped his sleds with hickory soles during the expedition of 1908-9. The sleds were eleven feet long, two and a half wide, and the soles were split out instead of being sawed, the purpose being to get rid of all crossgrain. The soles were four inches wide and they outlasted every other material, even German silver, when subjected to similar use.

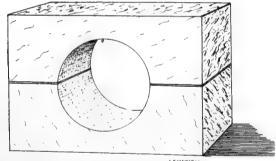
The rural user often tries out a wood for its hardness and wearing qualities long before the manufacturer thinks of it. Take the wooden wedge, known as a glut, with which the pioneers split the hundreds of millions of fence rails that fenced the farms in early times. The glut is a small piece of wood, its average size not exceeding one-half of one board foot, yet as an implement of industry and development, its influence has been almost beyond measure. The Indians used gluts of



HICKORY SLED AT SOUTH POLE

the hardest woods they could get and in many ways made them do the work of axes in splitting and chipping. Dogwood and locust served for Indian gluts in the East and huckleberry tree in the West. The pioneers found no better woods for gluts than the Indians knew. Dogwood was preferred. In splitting softwoods like pine or basswood, gluts of dogwood or huckleberry tree could be driven to the head in the solid log without splintering or fraying the glut. Hardness was given its supreme test.

Pattern makers choose for patterns which must meet long service,



LIGNUM-VITAE BEARING FOR STEAMBOAT SHAFT, ALSO WOODEN CASTOR FOR FURNITURE

such woods as mahogany and cherry, which are very hard, and at the same time are little liable to check or warp.

Shuttles for textile mills are extremely exacting. Only two American woods have been found wholly satisfactory. They are dogwood and persimmon. One dogwood shuttle may wear as long as a hundred made of some other wood which, if judged by appearances only, would not be regarded as much inferior to dogwood.

WHERE SOFTNESS IS VALUED

Hardness is not always a necessary quality. In fact, the majority of users esteem softness above hardness in selecting wood for use. Hardness is no consideration with those who use any of the white pines, in the East or West; any of the firs; any of the cedars; some of the yellow pines, and most of the trees in the willow, basswood, and magnolia families. These woods are liked because they are soft and cut easily and the carpenter's day's work makes a big showing. The planing mill puts them through in a hurry. They nail well. The very hard woods go into special places, but those which are soft are used widely and in great quantities.

The popularity of "cork pine"—a fine grade of white pine—was due to its softness. California redwood is handsome and light, but its

softness is its best selling card. "Arkansas soft pine" is widely advertised; but this tree is really the shortleaf yellow pine which grows all over the South, and which is generally a pretty hard pine; but climate and soil made the wood softer in parts of Arkansas and Louisiana, and that fact is advertised to the ends of the earth.

In many uses more or less limited in their scope, a wood's softness often recommends it highly. The lead pencil is a well known example. Pencils are made of dozens of woods, but southern red cedar surpasses all others in its whittling qualities, due to softness and brittleness combined. Softness alone is not all in this instance, for there are more than one hundred woods in this country softer than pencil cedar. It cannot be pointed out too often that a very popular wood seldom depends upon a single quality for its popularity.

Steel Cars Doomed?

Lumbermen in Cincinnati recently have been asking themselves the question "Are steel cars doomed—a failure?" ever since a very leading statement was issued, recently, by a prominent railroad man. According to gossip at Cincinnati in railroad circles, it is declared that numerous railroad officials have expressed themselves that it is only a question of time when steel cars will be replaced by those made of wood, although of a different type or pattern than those in general use a few years ago before the cry for steel cars was raised.

It was not so long ago that Congress came within an ace of passing a law making steel passenger coaches obligatory on all roads. Cincinnati officials are quoted as saying it is fortunate the act failed to pass, as they declare wooden cars with steel frames withstand shocks better than all-steel cars.

"It is safe to say," one railroad man in an official position is quoted as saying, "that the all-steel car, as it is known today, within ten years will be out of use and in its place will be found the wooden car with the steel frames, which experience has shown is better able to withstand a collision than all-steel cars. Danger of fire under present systems of heating is practically eliminated."

Passing of the Waterpower Sawmill

The little water power sawmill is passing away. It has been passing during many years, but there are still a few more to take their departure. No statistics tell how many there are now or how many there once were. They are so small that no one considers it worth while to count them; consequently they are like the game birds which once abounded, they are disappearing without attracting much attention. An obscure item in a recent government report throws a little light on the subject, but throws it indirectly, for the item reads: "The value of millstones produced in the United States dropped from \$200,000 in 1880 to \$43,000 last year."

At first glance that appears to have nothing to do with little water power sawmills, and at best it is only indirect evidence. Mill stones are for grinding grain in rural communities. A long time ago all grinding of grain was done with stones, but better processes are employed now in most places outside of extremely rural communities. Consequently the demand for millstones is decreasing.

The little water power sawmill and the little grist mill usually went together. The man who had a sawmill needed only to put in another wheel and a trundlehead, and he was ready to install millstones and complete a grist mill. That was the old way of doing it. The old way is going out. The figures or millstones show that the decline since 1830 has been nearly eighty per cent. On the assumption that the little sawmill and the little grist mill went together, it means that where there were one hundred of these little mills in 1830, there are only twenty-one now. The figures may not be precise, and some things are taken for granted in reaching the conclusion; yet it is an interesting deduction and seems to throw a little light on the rate at which the rural water power sawmill is passing away.

It is our own fault if we find life monotonous, and it is also time to seek some of the new ideas and fresh thought that brings relief.



Plea for Closer Discrimination



Editor's Note

This article was written by Arthur Koehler, expert in wood identification at the government laboratory, Madison, Wis. It is a plea for more discrimination in the use of the words "grain" and "texture," with reference to wood. The plea will strike a responsive chord among lumbermen and wood users who have many times been tempted to throw up their hands in despair because of the loose and promiscuous manner in which words are used which should have exact meanings when applied to wood. The suggestion that the width of the annual ring should never be confused with grain or texture is to the point and is easy to remember.

The word "grain" has probably a wider latitude of meaning than any other term in the lumber trade. It is used to express almost every conceivable characteristic of wood which can be judged with the eye. As commonly used, it is made to include the width of the annual rings -coarse or fine-grained; the size of the pores-open or close grain; the distribution of the denser and softer elements—even and uneven grain; the figure, which is dependent on color variations and differences in the reflection of light,-beautiful grain, banded grain, silver-grain, or without grain; the direction of the fibers-straight, spiral, diagonal, cross, wavy, curly, or bird's-eye grain; the character of the surface after the wood is dressed-rough or smooth grain; and the plane in which lumber is cut-flat, edge, vertical, or comb grain. "Texture" is often used synonymously with "grain" except where the direction of the fibers, the plane in which the lumber is cut, and the figure are concerned. Obviously, such diversity of meaning leads to confusion, and in fact it leaves the words "grain" and "texture" meaningless unless explained. These terms should be used with greater discrimination so as to give them a more definite meaning.

The word "grain" is commonly used as indicating the width of the annual rings—wide-ringed wood is called coarse-grained, and narrow-ringed wood fine-grained, but a little reflection will show that this meaning is inconsistent. For instance, who would call white pine or the gums coarse-grained no matter how wide the annual rings were; or can a wood with large pores like oak, or chestnut, ever be called fine-

grained? (Compare figures 1 and 2.) If the wide annual rings of loblolly pine were composed entirely of either soft springwood or dense summerwood so that the limits of the rings would be obscure it surely would not be called coarse-grained. Furthermore, with this meaning given to grain, a tropical wood without definite annual rings could be neither coarse nor fine-grained.

It is suggested that the width of the annual rings be expressed as narrow, medium, or wide-ringed, or as slow, medium, or rapid growth, or, to be more definite, as a certain number of rings per inch; and that the word "grain" be given a more restricted meaning. Surely this could cause no misunderstanding, for anyone familiar with lumber knows what a wide or narrow annual ring is.

"Grain" is also used with respect to the relative size of the pores or other elements and their distribution, as coarse grain and uneven grain. This would be a good use for the word "grain," but "texture" is also used in the same way, and "grain" is consistently and persistently used with respect to the direction of the wood fibers. It is, therefore, suggested that the relative coarseness or fineness of the structure of wood (not annual rings) be designated as coarse, medium, or fine texture, and the distribution of the coarser and finer elements as even and uneven texture. Oak, accordingly, would have a coarse, uneven texture; mahogany a medium, even texture; and yellow pine a fine, uneven texture. (See figures 1 and 2.) In fact, all coniferous woods have a fine texture, but this may vary; for example, pencil

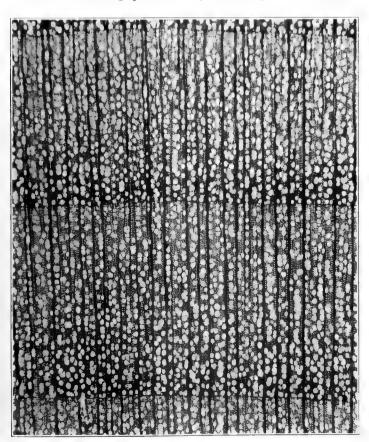


FIG. 1—CROSS SECTION BLACK GUM SHOWING TWO WIDE ANNUAL RINGS. THIS CANNOT BE CALLED "COARSE-GRAINED"

BUT RATHER WIDE-RINGED, WITH FINE,

EVEN TEXTURE

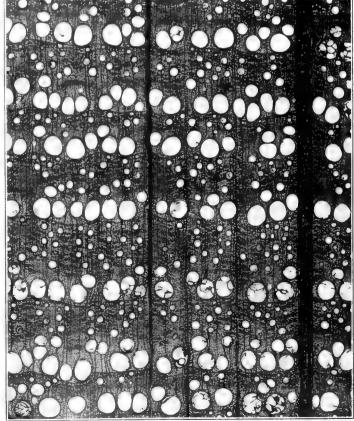


FIG. 2—CROSS SECTION OF WILLOW OAK SHOWING SIX NARROW ANNUAL RINGS. THIS CANNOT BE CALLED "FINE-GRAINED" BUT RATHER NARROW-RINGED WITH COARSE, UNEVEN TEXTURE

cedar has finer texture, and redwood coarser texture than white cedar. Of course, other modifications as moderately coarse and moderately fine texture could also be used.

Whenever the color effect, or pattern, produced on the surface of fin-\ ished lumber is referred to, the word "figure" can be used, as beautiful figure, banded figure, silvery figure, or no figure.

This leaves "grain" to be used exclusively with respect to the direction of the wood elements and the plane in which the lumber is cut. No other term but "grain" has so far been used in connection with the direction in which the fibers run, and straight grain, cross grain, diagonal grain, spiral grain, curly grain, rough grain, end grain, etc., have definite meanings to all who are familiar with wood. In the grading of pine and fir flooring and in shingles the terms "edge grain" and "flat grain" have become so well established and their meaning is so definite that there is no reason why this use of the word

"grain" should not be continued, although "quarter sawn" or "rift sawn," and "slab sawn" would answer the same purpose. It might be said, however, that the term "vertical grain" is not so desirable as "edge grain," for in flooring and shingles the grain (meaning here the fibers) does not run vertically but lengthwise with the length of the piece. It is, therefore, further suggested that the use of the term "grain" be restricted to the direction of the wood fibers in the tree or in a particular piece of lumber, as straight, cross, wavy grain, etc.; and to the plane in which lumber is cut, as edge, flat, or end grain. The way in which lumber finishes, whether rough or smooth, can consistently be designated as rough, or smooth grain because it is due largely to the direction of the fibers.

The above suggestions are made to establish a more definite meaning in the phraseology with respect to lumber. Any further suggestions, discussions, or any differences of opinion are invited.



The Powder Post Beetle Pest



The government has published a bulletin which will answer some serious questions which dealers and workers in and users of hardwoods occasionally ask. What can be done to lessen or prevent the injury done to wood by the minute insects known as powder-post beetles? The bulletin is the work of A. D. Hopkins and T. E. Snyder of the Department of Agriculture.

Damage amounting to hundreds of thousands of dollars, which grubs of small beetles do annually to seasoned wood used in various ways in the home, about the farm, and stored in warehouses, may be materially lessened or eliminated by the exercise of care in handling and by the treatment of the wood with kerosene and other easily obtainable substances.

The damage is done by the larvae, or grubs, of powder-post beetles which bore through the wood in such a manner as to convert it into fine powder, thus greatly lessening its strength. Greatest damage is done to second-growth white wood or sapwood of the finest quality of hardwoods, especially hickory, ash and oak, which has been stored or piled in one place for two or three years. Other woods, however, either while stored or after being made into various articles, are often attacked, especially when they are associated with the woods more susceptible to attack. Sapwood seasoned for less than eight to ten months is not attacked by the insects, and heartwood is never attacked.

PROTECTIVE MEASURES

The beetles whose grubs cause the damage are known to science as the lyctus beetles. Four species are responsible for most of the losses. The beetles are small, slender, somewhat flattened, and are of a brownish to nearly black color. Upon emerging from the wood where they breed and pass the winter as larvae they fly or crawl about in search of suitable wood material in which to deposit their eggs. The eggs are deposited in the natural pores of the wood, and the minute larvae which hatch from them burrow in and through the wood in all directions, feeding and growing as they proceed. The full-grown larvae are yellowish white grubs ranging in length from one-eighth to one-fifth of an inch.

The presence of the beetles in dwellings usually may be detected by the occurrence of fine floury wood powder at the base of the wood which has been attacked. Among the articles which the beetles are known to have infested are interior finish or trim, and ornamental woodwork such as panels, mantels, doors, doorposts, staircases, wainscoting, flooring, etc.; furniture, filing cases, cabinet work, walking sticks, umbrella handles, and the handles of numerous tools and implements. In the case of furniture and cabinet work, the sapwood portions of backs and interior surfaces are most liable to attack.

As a measure of prevention the wood likely to be attacked may be treated with boiled linseed oil, or coats of paraffin or varnish may be applied. Kerosene or mixtures of kerosene and creosote may be applied to infested woods to kill the grubs.

CARING FOR STORED WOODS

In storehouses more extensive measures of treatment may be employed both for preventing the attacks and killing the grubs in the wood. Manufacturers of and dealers in stocks of susceptible woods will find it especially advantageous to adopt the following system of inspection, classification, and proper disposition:

Inspect material in yards and storehouses amoually, preferably in November and Pebruary, and sort out and burn material showing evidence of powder post. Burn all refuse and useless sapwood material.

Classity seasoned hardwood stock into (a) hickory, ash, oak, etc.; (b) heartwood, pure sapwood and part sapwood (ind (c) according to the number of years seasoned.

Utilize or sell oldest stock first.

Inspect all new stock to prevent introduction of powder posted material. Use only heartwood piling sticks in lumber piles.

To prevent atta k treat the more valuable material between October and March, with boiled linseed oil. Varnish or paraffin the sapwood portions of backs and interior surfaces of cabinet work, inside finish, and furniture.

While there are a number of effective chemical treatments to prevent attack, and to kill the insects in the wood, the great objection to all of them is the great and recurring expense of treating material that never would be attacked if, by the proper methods of management, the premises were kept free from the pest.

While we commonly think of oak as a furniture and cabinet wood, it is really no less conspicuous in some other lines and leads the list of hardwood consumption in planing mill work. Also the records show more oak used in planing mill work than for furniture proper, though if we count chairs in with furniture the total in this line will exceed that used in the planing mills.

Some of these days not a great many years hence we will probably awake to the fact that we have cut and marketed quite a lot of good hickory without getting anywhere near enough money for it.

0-

The best sawmill superintendent is not necessarily the man who drives the men under him hardest. Thoughtful management and the arrangement of devices and facilities so as to get more efficient results is worth more than hard man driving.

We are told by those who don't like them that comparisons are odious. But how else are we to get any measure of value?

When thrift turns into stinginess it also becomes one of the worst forms of waste.

Whenever help is scarce among the mills and factories we are reminded of the needs of some comprehensive service bureau that can fulfill promptly the mission of bringing together the owner in need of skilled help and the skilled help in need of a job.



Pertinent Legal Findings



Risks Assumed by Logging Employees

An experienced woodsman assumes the risk of injury arising from an unforeseen way in which a tree falls on being felled, or from negligence of a co-employe engaged in the same kind of work. The rule of law that requires an employer to furnish his workers with a reasonable safe place in which to work does not apply to cases where, as in felling trees, the place of work is rendered unsafe only by the manner in which the work is necessarily carried on. (Michigan supreme court, Stone vs. Bennett, 160 Northwestern Reporter, 645.)

Decovery Under Sales Contracts

Under a contract for sale of timber products on the basis of mill measurements, the burden is on the seller, in suing for a balance claimed to be due under the contract, to show the quantity delivered according to such measurement. (Vermont supreme court, French vs. Whelden, 99 Atlantic Reporter, 232.)

Demurrage for Detention of Vessels

Provision in the charter of a vessel to carry a lumber cargo for demurrage for delay through the charterer's default does not exempt him from liability for demurrage pending delay in loading during unusually cold weather which did not actually prevent loading, although it may have made it inconvenient. (United States district court, eastern district of Pennsylvania; Southern Transportation Company vs. Unkel; 236 Federal Reporter, 779.)

Arkansas Hours of Labor Law

The Arkansas statute which forbids employment of men in mills, "in any department relating to the running and management of said mills," more than ten hours a day, was not violated through a lumber company's employment of a night watchman for twelve hours at a time. (Arkansas supreme court, State vs. Arkansas Lumber Company, 189 Southwestern Reporter, 671.)

Validity of Sales Contract

An agreement by a lumber company, which owned and operated a sawmill and also bought lumber from other mills, to sell all the lumber of certain grades it should manufacture or own during a certain season, was not invalid as being uncertain as to the quanity to be delivered, nor as lacking mutuality of obligation between the contracting parties. (United States circuit court of appeals, seventh circuit; Ramey Lumber Company vs. John Schroeder Lumber Company, 237 Federal Reporter, 39.)

Proving Lumber Sales Accounts

In a suit to recover for manufacturing lumber, the fact that plaintiff's employe, from whose tally boards and memoranda, plaintiff's account book was made up, was out of the state at the time of the trial, permitted the book to be admitted in evidence without corroboration by him of the entries. (Vermont supreme court, Squires vs. O'Connell, 99 Atlantic Reporter, 268.)

Time for Removing Standing Timber

A sale of standing timber to be removed from the land within a fixed time is a sale of only so much of the timber as may be removed within that time, and the purchaser who fails to remove it within that time has no remedy, unless he has been prevented by an act of God or the act of the seller. If he has been so prevented, he is entitled to a reasonable time after the expiration of the fixed period. (Kentucky court of appeals, Wright vs. Cline, 189 Southwestern Reporter, 425.)

Damages for Failure to Fill Contract

One sued for damages for failing to deliver all lumber called for by a contract of sale made by him, the buyer thereby becoming entitled to recover the excess of the market value of the lumber contracted for above the agreed price, is not entitled to credit for the excess of the market value of lumber actually delivered in part performance of the contract above the agreed price for such lumber. (Kentucky court of appeals, Kinnaird vs. E. R. Spotswood & Son, 189 Southwestern Reporter, 904.)

Time for Installation of Equipment

Under a contract for installation of automatic sprinklers in a lumber company's plant, the agreement failing to specify the time within which installation should be made, the seller was entitled to a reasonable time, and is not liable for a fire loss occurring while the equipment was being installed three months after the order was given, the seller not being at fault in the cause of the fire. (California supreme court, Brookings Lumber & Box Company vs. Manufacturers' Automatic Sprinkler Company, 161 Pacific Reporter, 266.)

Loading Lumber as Cause of Accident

A lumber company's employe assisting in loading lumber by means of skids and injured in the course of such work is entitled to recover damages from the company on showing that the accident resulted from the negligent manner in which the skids were constructed and loaded. (Springfield, Mo., court of appeals, Allen vs. Quercus Lumber Company, 190 Southwestern Reporter, 86.)

Who May Make Claim Against Carrier

When either shipper or consignee of lumber sustains loss through injury to the shipment in transit, or through negligent delay, he may hold the carrier liable. Under the ordinary contract of sale whereby title to a shipment passes to the consignee on delivery to the carrier, he is the proper party to make claim against the carrier. Delay in transportation of goods beyond a reasonable time cannot be excused by the carrier on the ground of unexpected heavy traffic, where the shipper was not advised of the probability of unusual delay. (Florida supreme court, Florida East Coast Railway Company vs. Peters, 73 Southern Reporter, 151.)

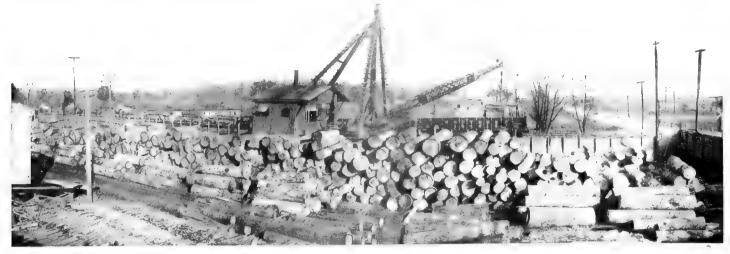
Interpretation of Sales Contracts

Where a contract for sale of lumber, was so worded as to be uncertain whether the buyer was entitled to a two per cent. discount on the entire contract price or only on a balance due, a court will give effect to previous dealings under similar contracts, in which cases the buyer was allowed a discount on the entire price. That a foreign corporation had no right to sue in Missouri to enforce a contract wrongfully rescinded by the seller, because such corporation had not complied with the laws of the state relating to non-resident corporations did not prevent it from recovering money advanced under the contract. (United States circuit court of appeals, eighth circuit; Lasswell Land & Lumber Company vs. Lee Wilson & Company, 236 Federal Reporter, 322.)

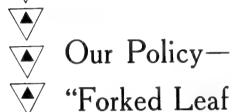
No Tangible Results from Rate Conference

Lumber interests of the Memphis territory were represented in conference with President Markham of the Illinois Central on Saturday, February 24. R. L. Jurden, S. M. Nickey and W. H. Russe of Memphis and E. A. Lang of Chicago, also J. H. Townshend, secretary of the Southern Hardwood Traffic Association, met with President Markham after the conference had been postponed from Wednesday. However, on account of the absence of Vice-president Bowes, in charge of traffic on the Illinois Central Lines, nothing definite was decided upon, as Mr. Markham indicated he would like to have further discussion with Mr. Bowes before endeavoring to work out specific remedies. The meeting was held in Mr. Markham's office.

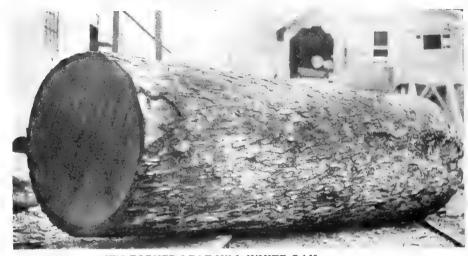
There are so many advantages attached to the practice of grading lumber at the mill before it is piled on the yard that there is not much excuse for doing it otherwise, even though it may be necessary to reinspect when loading out for shipment.



LOG YARD-OCTOBER, 1916



or None at All"



IT'S FORKED LEAF HILL WHITE OAK

THIS LOG'S PRODUCT
IS WHAT
YOU

WANT



NICKEY BROTHERS, INC. MEMPHIS

LUMBER AND VENEER

BUY YOUR VENEER WITH YOUR LUMBER -- SAVE THE LCL FREIGHT
All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Preparation of Core Stock and Crossbanding

There Are Many Expensive Methods Kept Up Merely as a Matter of Habit and They Should Be Done Away With

ENEERING is one of the big items of expense in the manufacture of high-grade furniture, but it is well worth the cost if the work is well done.

The only way to make it worth what it costs, and to keep the cost down to its worth, is to do the work right the first time. Some managers have attempted to reduce the cost by giving less attention to details in the laying of the veneer, but the attempt has usually, if not always, resulted in an increase in cost and much inferior work. Others have tried the experiment of using inferior materials and giving less attention to the selection and preparation of the core stock, but the increased cost to the cabinet room, resulting from the repairs rendered necessary by the inferior work, proved the experiment to be an absolute failure. It merely shifted the cost from one department to another, and is an illustration of the proverbial "penny wise and pound foolish" policy.

The up-to-date manufacturer is one who not only experiments for himself, but is willing to learn from the experience of others. The more ready he is to adopt ideas that have been tried and found satisfactory, the more successful he will be. For the benefit of those who have a receptive mind would say that the only way to keep the cost of veneering down is to keep up the quality of the work. Never allow the idea to creep in that excessive cost results from the work being done too well. On the contrary, excessive cost usually, if not always, results from poor work in the first instance. A little more time, a little more care, a little more attention to details, will save many dollars in repairs, to say nothing of the enhanced value of the good will of the concern because of its reputation for strictly high-quality work. All this applies to medium as well as high-grade furniture. If the goods are worth the time and material required to veneer them, they are certainly worth the time required to do it right. There is such a thing as high quality in mediumgrade furniture.

Discussing this question recently with a manufacturer, the writer pointed out what he considered to be the chief advantages of having the work well done. This man contended that it did not pay to have work "too well done." A little blister here, a rough spot there, and a glue joint slightly open somewhere else, would not do any harm.

"But," I said, "all manufacturers do not think the same as you do on that point. A. B. & Co. would never dream of sending out work like that."

"Quite true," he replied, "but A. B. & Co. can afford to spend a little time on their work. They have a reputation to sustain and they can get \$10 more for the same

dresser and \$20 more for the same sideboard than I can."

What more argument was required? The man had fully answered his own objections. If a few cents' worth of time and care will increase the value of an article almost as many dollars, it seems to me to be the part of wisdom to make the investment. The larger price may not come with the first sale, but with the enhanced reputation for quality will come the augmented business and the increased price.

I remember reading something like this: "Work started smooth and kept smooth will continue smooth to the end." This is self-evident and requires no argument. But I sometimes think that in the matter of preparing core stock for veneer the above axiom is altogether too simple for some people to fully comprehend. How often do we see the O. G. drawers of dressers and sideboards and the rolls on expensive beds look as though they had originally been intended for washboards, These parts are run through the sticker, and, without removing the knife marks, are either passed on to the veneer room or sent to be toothed, with the ostrich-like idea that because they are hiding for the moment they are not there, and will never be discovered.

But they are there and will manifest themselves at a time when it is impossible to correct them. Hundreds of dollars are expended every year in some finishing rooms in applying extra coats of varnish and extra rubbing, in a frantic effort to make work of this kind passable. To spend a dollar's worth of time and material in the finishing room in order to save a dime in some other department is a piece of nonsense too ridiculous to mention, were it not so prevalent. The writer has seen stock go from the sticker covered with deep ridges from the knives, and holes where the wood was cross-grained and chipped out, on to be toothed and then veneered, without any further effort to remedy these defects, the foreman thinking that when they were covered with veneer they would not be seen.

Let us change the wording of the above-mentioned axiom: If work is to be finished right it must be started right and kept right.

All core stock coming from the sticker should be smoothed off to remove the knife marks before being toothed. This may be done in any way, according to the facilities at hand for doing that particular piece of work. If it is a core it may have to be hand-scraped; if a roll, it may be smoothed on the sand to make it smooth, the hot glue will swell out the bruises and drum, or a plane run over it. If the wood is birch or other hard

wood, this smoothing is all that will be required; but if it is basswood or other soft wood, it should be well sponged with warm water immediately after leaving the sticker.

The reason for this is that in soft woods what have been called knife marks are really knife bruises. The wood has been pressed in, and if the raised parts are leveled off the knife marks still show. If the wood is well sponged immediately after leaving the sticker, these bruises will respond to the action of the water much more readily than they would were they allowed to stand and become set. The time required for sponging will be more than counterbalanced by the time saved in smoothing up, as much less wood need be removed in order to get results, and when this part of the work is once made smooth it will remain smooth.

Having prepared the core stock, the question of whether the crossbanding and the face veneer should both be laid at the same time presents itself for consideration. There are a variety of reasons why crossbanding and face veneer should not be laid at the same time, but we will mention only the most important ones. During the process of cutting, the surface of the veneer is not left perfectly smooth. Much of the stock used for crossbanding is liable to be covered with creases where the wood broke away during the process of slicing, and is usually too thin to be dressed before laying. If laid with these creases they will fill with glue, and if the face veneer is laid at the same time and the stock allowed to dry thoroughly before cleaning up, the glue in these creases will shrink and draw the veneer down with it, and the thin face veneer will scrape through before a perfectly smooth and level surface is obtained.

To insure a perfect job, crossbanding should always be laid some time before the face veneer, and stripped on trucks to allow it to dry thoroughly. This gives it a chance to do all its shrinking, and if run through the sander, using the coarse-papered drum only, before putting on the face veneer, these indentations and ridges, which are such a prominent feature of some sideboard, dresser and table tops, will be avoided.

Our high-grade veneers are being cut so thin they will not stand the amount of scraping and sanding necessary to remedy the defects of crossbanding and core stock, and it should not be expected that they would. High-grade lumber is getting scarce; high-grade veneer is expensive, and there is no reason why the core stock or crossbanding should be left in such a crude condition that 1/32-inch or more must be removed before a perfectly smooth surface can be obtained. In the interests of economy high-grade veneers are being cut thinner all the time, and it behooves the user of veneer to so adjust his factory and gather around him men of such resource that these modern conditions can be met.

Overlapping of crossbanding is a frequent source of trouble, especially where it and the face veneer are laid at the same time. To prevent this, the writer (in a certain plant) once saw a man laying whitewood crossbanding with a ½-inch space between the edges. When asked for an explanation, he said the wood was dry and the glue would swell it until the edges came together.

We passed on through the factory. In the stock room we found a dozen bedroom suites with the face veneer, which was laid on the bias, actually broken across the grain. The manager asked me if I could not point out to him the cause. The factory was new and up-to-date, but he wondered if there was not something about it, some dampness about the walls, or something else, that was causing the trouble. I drew out a drawer and examined the top edge. The edge of the crossbanding showed it to be made from ½ inch stock. Good! I drew out another drawer and it was the same, and I could find nothing there to explain the trouble.

I then removed the drawer and began to examine the bottom edge. The manager asked if I were a Sherlock Holmes. I assured him I was not, and that the clews which I was following were much more simple and easy to understand than those of Conan Doyle's wonderful stories. At the bottom edge of the drawer front I found that narrow crossbanding had been used and the edges did not quite meet. I had not discovered this from the top edge because the cabinetmaker had inserted pieces to fill the space. The manager wanted to know what this had to do with the checking. I explained to him that these open spaces merely furnished a clew to the conditions under which the work was done and the manner of doing it.

I then took him back to the veneer room, with the man and his crossbanding ½-inch apart and his expectations that it would swell to fill the space. In the case of these drawer fronts the crossbanding was not so dry as thought to be, consequently did not swell to meet. But whether the crossbanding was wet when laid or swelled through the absorption of moisture from the glue, the effect would have been the same. It was not the swelling or the fact that it did not swell that caused the trouble; it was the reaction. Crossbanding ½-inch thick was powerful enough during the process of drying and shrinking to break the thin outer veneer clear across the grain.

What is the preventive? Have the crossbanding dry, lay it first, and get it in the press as soon after it touches the glue as possible, to prevent swelling. Veneer cannot expand when once the pressure is applied. If there is no expansion there will be no overlapping, no contraction and no checking of the face veneer from these causes.

M. A. B.

Sometimes a cleaning is better for a belt than lacing, and at that time a little benzine has more value than a lace string.

It is very easy to understand how the furniture factory that buys its panels ready-made may simply order stock when in need of it, but it is hard to understand why a furniture factory making its own panels should neglect to keep on hand a goodly stock of veneer of various kinds, so as to be ready for prompt action when orders come in.







Highly Specialized Workmanship

Completely Developed Facilities

The two phrases above represent what is absolutely essential to successful panel manufacture. Our policy has been to educate all of our workmen as closely as possible along specific lines, and to omit no item of equipment that would help make for more nearly perfect service.

The supreme test of efficiency in veneer laying is admittedly the ability to successfully veneer bent shapes. It was on this work that the reputation and growth of our business was founded—this and a quite uncommon bent for artistic matching.

And remember, when you are ready to order we have a complete selection of veneers for your choice.

F. EGGERS VENEER SEATING COMPANY

TWO RIVERS,

WISCONSIN

Pointers for Veneer Users

The Problem of Taking Care of Natural Tendencies of Veneer Is an Interesting One

OMETIMES CONDITIONS ARE MET WITH that raise the question as to whether theories form the basis for practice or practice forms the starting place for theories. It is the same

thing, stated in another way, with that idea that quite commonly human nature comes to certain conclusions by unknown means, then seeks for logic with which to support the conclusions, instead of taking a stand in a matter by logic previously followed and used in determining a point. Also, it looks a little bit like the henand-egg question, in that it is puzzling sometimes as to which came first. This may sound odd to some, especially those who think they develop all their practices from fine theories amended to fit the practice, but if you will study the matter and trace it back to starting points, you may find quite frequently that many theories were formed after practice had developed certain effects to call forth the theories, and thus practice preceded theory.

To illustrate, there was a discussion on with the superintendent of a plant making veneered doors, and the subject turned on the difficulties encountered in matching crotch mahogany and other figured woods and making a good job of it on the solid core without crossbanding. It has been persistently argued that the only way to make up work of this kind is to crossband it and make it five-ply. Following this theory in making either panels for doors or for furniture, when one makes a good core carefully out of dry stock, then has, say, crotch mahogany veneer to face it with, has it thoroughly dry and in proper shape, then matches it up and puts it together carefully, according to practically all the better theories, this should insure a good job. Strange to say, however, it doesn't always do so. There are men who put up work just as carefully as they know how in this way, following out very patiently the finest theories, and then find that it will show up badly. Sometimes it is a matter of checks, the fine lines marring the face, and at other times the work seems to crawl and open the joints just as if it had not been thoroughly dry. This is one of the conditions that puzzle some who have been at it a long time. All the work will not do this. There may be quite a lot put up that will stand all right, and then again some will open at the joints and show up badly after it is finished.

These things, some claim, there are no specific theories for, yet unconsciously they do build a practice around them that suggests theories that have been formed after certain practices have demonstrated remedies which may be applied. One of these practices in such cases is to

keep the stock in clamps much longer than is usually allowed. If it is kept in the clamps, say, forty-eight hours, the chances are it will not do much creeping afterward. At least, this has been effective in many instances. This immediately gives rise to the theory that there are certain expansive and contracting properties set up in the face wood in the process of veneering, which remain active probably until the moisture is all exhausted from the wood, consequently if the work is released from the clamps in six, eight or ten hours, the strains thus set up may cause a little movement of the face veneer on the glue. In other words, the glue is not firmly enough set yet to prevent some movement of the face stock under stress of shrinking, but if kept in the clamp until the glue is thoroughly set and until the strains have left the wood, there is not nearly the likelihood of defects setting up.

One might argue that this would mean a holding together at the joints all right, but would lead to the fine checks that are so often complained about in mahogany crotch work, especially where it has considerable end grain. Sometimes it may lead to this, too, but the fact that it doesn't creep enables us to build another theory, or, rather, go back and take the theory out of some other lines of work and apply it in connection with veneering. There is such a thing as compressing wood and of bending wood to various shapes, retaining it in that position until practically all the strains set up by the bending or compressing exhaust their strength and disappear. Then the wood will remain practically as it is bent or compressed. We have many examples of this in the vehicle woodwork line, in bending wagon rims and in compressing some patent hubs. Nearly everybody knows about bent work and how it can be boiled or steamed and bent in various shapes, and that by being confined in this shape and heated until the moisture all dries out, it retains shape indefinitely. other practice met with is in compressing wood endwise to expand it sidewise—and a sort of patent process, by which it retains its shape and remains hard. In other words, a loose, round piece of elm is compressed into a cast hub form or band, which it fits into loosely, and is put under pressure and compressed endwise until it fits tightly, and, after being kept this way for a certain period, and being treated with certain chemicals, it retains this form and remains tight indefinitely.

Now, then, applying this theory to crotch mahogany, where we deal with considerable end wood, we may get two ideas. One is to keep the work in the press longer than is the usual practice; the other is to moisten the

WALNUT

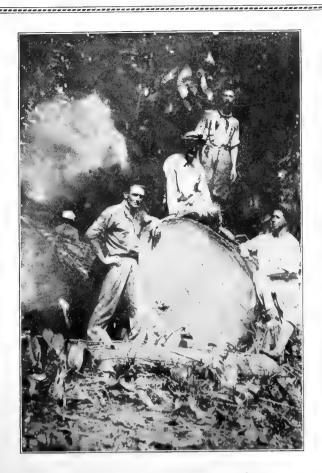
You buy shoes from a shoe store
because it specializes in shoes. By the same
reasoning you should buy walnut where
walnut is the exclusive product;
where concentration on one wood has made
possible specialized study of every
point of manufacture and handling. If you would understand
the methods which have
made our walnut accepted
as standard, you are
cordially invited
"to see it
done" at
our plant



This Plant produced Seventeen Million Feet of American Black Walnut last year—but will go much beyond that this year.

Pickrel Walnut Co. ST. LOUIS, MO.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



Some Log? Yes—and we are bringing in this class of Logs right along. A short time ago we turned out some clear Mahogany boards 36 in. wide, and we frequently cut Mexican Mahogany Veneer 20 in. wide on the quarter.

Are you from Missouri? Come to our yard and we will "show" you.

Deal with the Producer.

HUDDLESTON-MARSH MAHOGANY COMPANY

New York

Chicago

veneer by steam or otherwise, so that it may not only work better, but will be subject to a little compression. Then, by using a fair amount of pressure, one may make it firm, closing all small cracks that may exist in the make-up of the figures, between the layers of growth, and by keeping them closed until the entire work sets firmly, and all the strains incident to compression and moisture entirely disappear, then it should retain its form and face indefinitely, unless strains are set up anew by the application of moisture or something else. There are things in which, after practice shows certain effects, we must go back and seek the cause, then develop theories pertaining to them. In other words, they show that in many instances practice precedes and forms the basis of theory, instead of theory preceding practice and being slightly amended by it.

Letters from a Panel User

Monroe, Mich., February 20: There are many who claim that defects cannot be detected in veneer. Again, there are many buyers of veneer knowing little about lumber or veneers so to speak and upon the judgment of these men depends the selection of the stock.

Low price is and has been the common cry for ages and is so in many plants today. Should one buy veneer because it is veneer? Absolutely not. As soon as the manufacturer studies the result of various grades of veneer and determines the grade and class of veneer most suitable for his particular kind of business, so soon will you eliminate the present evil.

When you go to your tailor and order a suit of clothes do you accept the goods for your suit from the first sample submitted for your inspection? Absolutely not. You look at many pieces, compare qualities, get prices, etc. After considering quality and price you finally make your selection. Why, oh why, do not all of you buy your veneers the same way?

Unless you, Mr. Reader, thoroughly understand the veneer business, do not try to bluff the salesman. He can tell within a very few minutes whether the prospective customer is a sure enough veneer expert or a hot air proposition. In some cases I pity you if you are the latter.

So many manufacturers (I refer especially to furniture manufacturers) buy one thickness of veneer and one grade of glue to answer the purpose of gluing joints and the laying of veneer. This is a mistake. As far as the thicknesses of veneers are concerned, we find many lines where only straight work is done, as for instance, panel factories. In most cases one thickness of veneer will answer very nicely and I would suggest price permitting, that veneer for panels should not be too thin (I refer to face veneer) as in such cases the sanders are liable to sand through so that in places the core stock is visible. The best results obtained with straight work is to get fairly thick veneer. We have found that we gain the small additional cost in increased production and improved quality.

On some styles of chairs, parlor suits, store and bank fixtures, desks, etc., it is necessary to bend the veneer on peculiarly shaped pieces. In such cases only thin veneer must be used.

As to different grades of glue, every panel or woodworking manufacturer should know that joint glue is not desirable for veneered work. There are two objections—first, the joint glue costs considerable more money, and second, joint glue, because of being a stronger adhesive, will set much quicker than veneer glue.

Some veneer men will not believe what I am about to state, but it is an absolute fact nevertheless, that considerable trouble in panels and veneered work generally is experienced because

the glue sets before pressure has been applied.—Of course, some will argue, we use heated cauls. When you overheat these cauls you will burn the glue, causing considerable trouble.

Cross-banding should seldom be thinner than face veneer. Again, it must not be too thick. Good balance and common sense are essential factors.

Yours truly, Alexander T. Deinzer, The Deinzer Furniture Company

Good Results from Properly Loading Veneers

A few issues ago HARDWOOD RECORD published in detail an address by H. F. Arnemann of Chicago on the advantage to everybody to be derived from the proper loading and packing of veneers. Mr. Arnemann's ideas were so clearly expressed and the methods which he urged seemed so practical that HARDWOOD RECORD had several hundred pamphlets made embodying his suggestions and sent these out to leading veneer shippers in different parts of the country. One shipper on receipt of the pamphlet wrote as follows:

"We wish to thank you for the article sent us on 'Loading and Packing Veneers.' We are glad to say that this system has been in force with us for several years and we are able to bear out Mr. Arnemann's arguments to the letter. For in the whole time we have used the system we have not had a single complaint on loading and tallying, and have filed only one claim for damage in transit."

This is a pretty strong argument in favor of sensible methods of packing and loading such a fragile product as veneers.

To Use or Not to Use Electric Drive

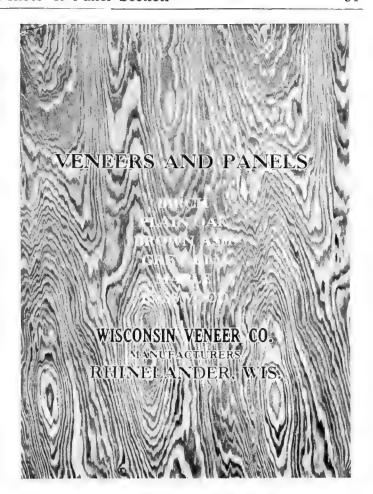
There exist very logical reasons why many of the woodworking plants should employ electric distribution in their mills, shops and factories, since the electric current fills a triple function in that light, heat and power are at once available from the same source—light, brilliant, of agreeable quality and easily portable; power, flexible and peculiarly adaptable for individual driving; heat for glue pots, etc., concentrated and easily controlled.

The inherently high speed of woodworking tools, the inflammable nature of the manufactured product, and its waste material, the generally intermittent character of the load, etc., provide additional reasons why both the manufacturers of woodworking apparatus and the central station should carefully study the possibilities of electric drive, know its breadth of adaptation, and acquire a fund of practical working data from recommendations by managers, superintendents and foremen.

Both the veneer and the panel man should figure that it costs something to do packing of material for shipment as it should be done. Due allowance should be made for this cost in figuring on the cost of manufacture, and then see that it is properly done. The idea some people have that it costs nothing to pack and ship too frequently results in not giving enough attention to the packing end of the business, and doing it hurriedly and carelessly. This is one of the things that causes damage in transit, and dissatisfaction on the part of customers, and is one of the things that should not be in a well regulated business. Figure out what it costs to do right packing, and then look just as closely after this end of the business as any other step in the process of manufacture.

The difficulties of transportation and prompt shipment that have been encountered during the winter should constitute a strong argument in favor of furniture factories and other lumber consumers buying and keeping on hand more stock ahead of their needs, which would generally be a good investment as well as a safeguard against such emergencies as slow delivery.

Getting veneer dry is one thing, and keeping it dry while it is going through the finishing room is another—and it is the other thing that sometimes causes trouble, and is well worth intensive study because of its difficulty to eliminate.





Passing of the Wide Flitch

Quality and Figure Now More Sought After Than Excessive Width

HERE ARE SEVERAL interesting features in the quartered oak veneer business at this writing. For one thing this product is in very active demand and there is quite a scramble for logs and flitches with which to supply it. A more impressive

and flitches with which to supply it. A more impressive feature than this, however, is found in the tendency to pass up the wide flitches that heretofore have brought premium prices.

A year or two ago the writer was visiting an important veneer plant specializing in quarter-sawed veneer. He was invited to go out and inspect the big stock of flitches being brought in. There were several remarkable features about these flitches, the most noticeable being that many of them were from very large logs; consequently they were thicker than usual and some were very wide, the widths running up as high as nineteen inches. Recently while visiting the same veneer mill it was noted that in the flitch stock on the yard and in that being sawed, there was none of great width, in fact the flitches seemed to be narrow, ranging from six inches to twelve inches.

To a remark that the flitch stock now did not show flitches of the great width found during a previous visit, the plant manager replied:

"We don't want them any more. Nobody seems to care anything about a flitch more than fourteen inches wide now."

Then he went on to explain that wide flitches used to be the sought-after things and the product from them commanded such a premium that all were willing to pay very high prices to get good wide flitches. He said he could recall instances where they had sold the product from well figured, extremely wide flitches for two and three times the price they were able to obtain for veneer cut from flitches ranging from six to twelve inches. People wanting to make up sample pieces of furniture would pay enormous prices to get single piece faces in wide stock. Naturally under these conditions they were anxiously seeking wide flitches and were paying considerably more money to get them.

"Times have changed now," he said, "and instead of buying wide stock the veneer users take narrow stock and joint and match it up, getting more satisfactory results in many cases." Naturally, therefore, they are not disposed to pay big prices to get wide stock.

This may not be the experience of every veneer manufacturer and the suggestion that the wide flitch is passing from favor may meet with strenuous denial from some in the trade. Still the fact remains that the man making the above assertion has been in the business for a long time and is quite an authority on the subject. His experience ought to be a fair gage to conditions in the trade as a whole.

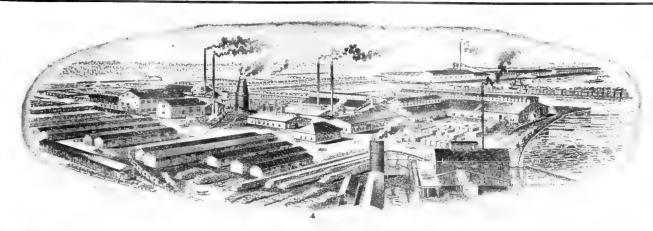
He said that the taping and jointing machines had finally robbed the wide flitch of its great value. These machines have been available for use for about the past ten years but it has taken considerable time to beget that confidence in their work and general use of them which has cut into the value of the wide stock in veneer and made it comparatively easy and more satisfactory to use narrow stock and build up the widths.

For a long time even after the jointing and taping machine was perfected and widely exploited as a labor saver, many veneer users were skeptical of its efficiency. In the jointing some trouble had been experienced with joints opening and showing up bad but time has helped eliminate this trouble and sufficient confidence in the machines has developed to turn operators to them voluntarily now instead of grudgingly. They find that often they can get a better general face result by building up a wide face from a series of narrow units in quartered oak than they could obtain with one wide piece. Therefore attention is given to the matter of so assembling and matching up narrow widths with a view to getting beauty in the wide face from these narrow units.

Some pretty strong evidence has been encountered that the wide flitch has had its great day. Of course it is still a desirable thing. No veneer man is going to object to width in a flitch so long as it carries figure with it. Besides, the average veneer man will be inclined to pay a little better price for good wide flitches than for narrow ones and he will ask his customer a higher price for wide veneers than for narrow stock, but for all that the extreme range of difference in price between narrow quartered oak veneer and wide stock is being trimmed down considerably. Finely figured narrow stock of good texture; that is, stock ranging say from six to twelve inches, is a more desirable veneer product today than wide stock showing good figure in only a part of the width. This may sound startling to some millmen who have found it difficult to sell flitches under seven inches in width, but there is an evident tendency in the quartered oak veneer business to pass up the old wide flitch, with its extremely high range of prices because of the extra width, for good figure in veneer is today a more desirable thing than great width.

Sycamore in the form of veneer has become an item of some importance in door manufacture, which suggests that one of the good ways to utilize sycamore is in the form of veneer.

One of the nice things for the sawmill man about oak veneer flitches is in that they are used green and he can realize upon them promptly. Also the flitches properly cut and marketed will often prove more profitable than converting certain high-grade trees into regular lumber.



Northwestern Cooperage & Lumber Company

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Western Office: 516 Lumber Exchange, Minneapolis, Minn.

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Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves. Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties. and Hemlock Tan Bark

'Peerless''Rock Maple, Beech & Birch Flooring and are said by dealers to hold trade. We NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

The Mail Bag

B1101-Red Willow Wanted

New York, N. Y., February 16 .- Editor Hardwood Record: We are interested in securing a supply of red willow, and if you can give us any information as to where a supply of this wood can be obtained, we would appreciate it very much.

B1102-Birch, Maple and Beech

Philadelphia, Pa., February 16 .- Editor HARDWOOD RECORD: like to place orders for two cars hard birch 4" to be delivered freshly cut; also for 50,000 feet rock maple squares 2x2", 48" long; also for two cars 2 1/4 x 2 1/4" short pieces maple or beech.

Clubs and Associations

F. R. Gadd Takes Up New Duties March 1

Frank R. Gadd has resigned as vice-president of the Wisconsin Lumber Company, Chicago, to take up the management of the Hardwood Manufacturers' Association of the United States with headquarters at Cincinnati, O. He will leave Chicago Tuesday night, February 27. Mr. Gadd is extremely pleased, in his contemplation of the new work, by the astonishing enthusiasm of members of the association for the new open price plan, the institution of which was a direct cause for his going to Cincinnati. He says that not only have those members who gave their active approval to the plan at the recent convention repeatedly renewed their allegiance to the cause, but many others who either were not present at the convention or who hesitated in expressing themselves, have come in with unqualified support. Thus he takes up his work under the best of conditions.

Mr. Gadd says that his plan of pushing the idea contemplates a solid building on firm foundation and gradual building up to the highest possible point of development: that the first task is to demonstrate to those who are already in favor that the plan is not only logical, but the only possible solution for present ills in the hardwood business; that after thus demonstrating its feasibility, further development will be comparatively easy.

The present quarters of the association in the First National Bank building were found inadequate to provide for the additional necessary help, and as other quarters were not available in that structure, space has been taken in the Union Trust building and the present and new equipment will be moved in on February 28. Mr. Gadd will add to his force a statistician and a rate man, who will be employed in direct connection with the open price work.

Mr. Gadd will make his residence at the Hotel Sinton for the time being at least.

New Northern Logging Association
A close organization of northern loggers was formed at Mellen, Wis., on February 10 at a meeting of prominent operators. It will be called the North Wisconsin Loggers' Association. Its members will be mill owners, timber holders and general managers and contractors whose annual output is 1,000,000 feet or more.

The object of the association is to meet at regular intervals and discuss matters relative to logging. P. S. McLurg, of the Kneeland-McLurg Lumber Company, Phillips, was elected president; Ed. Mercer, of the J. S. Stearns Lumber Company, Odanah, vice-president; William Maitland, of the Park Falls Lumber Company, Park Falls, secretary, and W. G. Campbell, Roddis Lumber & Veneer Company, Marshfield, treasurer. Various committees have already been appointed.

Changes in Southern Associations

With the acceptance by F. R. Gadd of Chicago of the management of the Hardwood Manufacturers' Association of the United States, Cincinnati, O., the American Oak Manufacturers' Association, Memphis, announces that M. B. Cooper will take Mr. Gadd's place as a member of the board of directors and as a member of the executive committee. H. B. Weiss becomes chairman of the advertising committe and P. E. Gilbert has been added as a member.

Appalachian Loggers Will Meet in Huntington
The Appalachian Logging Congress has accepted the invitation of the Chamber of Commerce, of Huntington, W. Va., to hold its 1917 annual at Huntington, the conference to be held April 15-20. These conferences have become big events in Appalachian logging.

No Changes Considered After March 16 The National Hardwood Lumber Association in its February bulletin gives final notice to the effect that the inspection rules committee will convene March 14 to 16 for the purpose of considering all possible inspection rule changes and preparing recommendations. The bulletin emphasizes the fact that no change will be given consideration or be voted upon by the membership at the June convention unless the proposals have been submitted in writing to the chairman of the inspection committee not later than March 16.

In the same bulletin it is announced that the new official hand-book of the association has just come from the press. This is Volume 25. The handbook recites a gain of ninety-five new members during the past fiscal year.

Mr. Weller Formally Resigns

The resignation of W. H. Weller, secretary of the Hardwood Manufacturers' Association of the United States, tendered January 31 at the close of the fifteenth annual convention at Cincinnati, has just been accepted by President Burns. Mr. Weller's connection with the association will be officially severed on March 1.

Mr. Weller has been in charge of the affairs of the association for the past four years and leaves behind him an enviable record for achievement. The membership has been increased fifty per cent and the entire organization placed on an efficient working basis. Mr. Weller takes with him the very best wishes of a large number of solid friends throughout the hardwood belt.

Cincinnati Club Meets

Present railroad difficulties in regard to demurrage and tariffs are largely to be laid at the door of the lumber industry, T. C. Powell, vice-president of the Queen & Crescent Railroad, told members of the Cincinnati Lumbermen's Club at a recent meeting held at the Bismarck Grill.

Lumber is enjoying a low rate, said Mr. Powell, and as it is one of the four chief contributors to railroad's revenue, along with coal, steel and iron tariffs, must be revised in order to protect the railroads as well as the shippers. Traffic congestion and car shortage is due mainly to the fact that many railroads were built years before the communities through which they operate were settled, and adequate railroad facilities were not provided for.

At the close of the talk Mr. Powell announced that the embargo on lumber on the Queen & Crescent had been lifted.

The club elected A. G. Boyd of C. C. Boyd & Co., oldest lumberman in Cincinnati, an honorary member.

Dinner was served for the club members and guests in the Bismarck Grill. M. Christie, president of the club, acted as toastmaster. Harry C. Brown, chairman of the entertainment committee, was responsible for the good speakers.

The club members now are beginning to get busy for their annual spring election and before long some announcement in the candidate line is expected.

Great Congestion on Southern Lines

The directors of the Southern Hardwood Traffic Association at the meeting held at Memphis, Tenn., February 16, appointed a special committee to adopt resolutions appealing to the Interstate Commerce Commission to take such immediate action as may be necessary to afford prompt relief and insure to the American public a transportation system adequate to meet the commercial and military necessities of the nation. These resolutions were prepared by a special committee composed of Jno. W. McClure, Memphis, former president of the association; Ralph L. Jurden, Memphis, acting president; J. H. Townshend, secretary-manager; J. D. Allen, Memphis, and C. H. Murphy, Pine Bluff, Ark., and plead as follows:

Resolved, That we desire to renew our expressions of confidence in the Interstate Commerce Commission, and earnestly petition your honorable body to take such immediate action, however drastic, as may be necessary in your judgment to afford prompt relief and insure to the American public a transportation system adequate to meet the commercial and military necessities of the nation.

There were about twenty prominent lumbermen from all parts of the hardwood producing territory at this meeting and distressing reports of operating conditions were given by all of them. All emphasized that they

had many cars of lumber for immediate shipment which are being held up by embargoes for the present. It was pointed out that unless relief comes almost immediately the manufacturers will be compelled to suspend operations at their mills until such time as transportation conditions improve. Some of them have gone so far as to be forced to unload cars at the mills after they have been loaded because new embargoes prevented shipment.

This interference with transportation is proving a particularly serious hardship to lumber interests at the moment because only recently they lost a sharp fight against advances in hardwood rates to northern markets. The increased rates are to become effective March 16. Orders now on hand were accepted on the basis prevailing prior to March 16 and, if it is impossible to ship out the lumber on account of the embargoes and other restrictions, it will be necessary to ship this lumber at the higher rates which will entail heavy losses.

It was decided to petition the railroad companies immediately, urging them to suspend the advanced tariffs until the lumbermen have an opportunity to fill orders on hand. They have the lumber ready to ship but the carriers are not equipped to handle it, with the result that the lumbermen feel that, as conditions are not of their making, they should not be made to suffer the consequences thereof.

It was also decided to petition the railroads to co-operate more closely with the Interstate Commerce Commission in any plan which may be decided upon to relieve the present situation.

There was considerable discussion also of the advisability of calling a general conference of southern lumber shippers but, as press dispatches from Washington indicated that closer co-operation is being planned between the commission and the carriers, the lumbermen agreed to wait a few days before deciding definitely upon this step.

Advices were received during the meeting from Washington that the Interstate Commerce Commision had granted a hearing of proposed advances in hardwood rates from southern producing points to eastern markets to take place February 23 at Washington.

With the Trade

Important Veneer Transaction

Details have just been issued by the Dean-Spicker Company of Chicago, telling of a transaction which made over the ownership in the Black Lumber & Veneer Company, Chicago, to that newly formed organization. The Black Lumber & Veneer Company erected an exceptionally efficient and thoroughly modern veneer plant at 2939 to 2955 South Crawford avenue, Chicago, several years ago. In the new company J. T. Spicker is president and J. Richmond Dean vice-president.

The plant is one of the finest in the country. It has up-to-date band mill, veneer slicer, veneer saws, dry kiln and liberal storage room both for raw material and finished product. The plant is a two-story structure and is exceptionally well arranged. A private switch track gives ample facilities for shipping, and an extensive lumber yard adjoins the plant.

The Dean-Spicker Company is an Illinois corporation with a capital stock of \$95,000. President Spicker was formerly with the C. C. Mengel & Brother of Louisville, being with these people for nineteen years, and as



J. T. SPICKER, PRESIDENT DEAN-SPICKER COMPANY, CHICAGO



J. RICHMOND DEAN, VICE PRESIDENT DEAN-SPICKER COMPANY, CHICAGO



P. E. GILBERT, VICE PRESIDENT AND DIRECTOR WISCONSIN LBR. CO., CHICAGO

general manager of that company be because one of the best known men in the fancy wood line in the country

Mr. Dean started with C. L. Weev of Cheago on a veneer sheer and working his way through the various manufacturing departments, attained the position of salesman at the end of four years. Several years ago he associated himself with the Black Lumber & Veneer Company and has been located there ever since as vice-president. Mr. Dean is one of the recognized experts in veneers and fancy and domestic woods.

H. C. Wallace, secretary and treasurer of the new company, had been financial man for C. L. Willey for many years.

Horace Black, brother of Fred W. Black, who founded the Black Lumber & Veneer Company and vice president of that company, continues as superintendent of the plant and will assist also in the selling end.

Maxwell P. Spicker, son of the president of the company, has been associated with his father in the veneer business for several years and will be associated with the sales work.

The Dean-Spicker Company starts with the best possible assurance of becoming a thoroughly successful organization.

P. E. Gilbert Becomes Vice-president of the Wisconsin Lumber Company

On resignation of F. R. Gadd, vice president and director of the Wisconsin Lumber Company, Chicago, and director of the Wisconsin Steel Company, P. E. Gilbert, who has been sales manager for the Wisconsin Lumber Company, takes Mr. Gadd's place. Mr. Gilbert will have charge of operating and sales work and comes to his new duties very well qualified to handle

the situation. He has been for years in the lumber business both in the manufacturing and selling end, having put in a substantial period in Memphis and Arkau sas territory. Mr. Gilbert has been with the Wisconsin Lumber Company for several years and has been handling that company's vast hardwood output to the consuming trade.

Stearns Company Entertains Visitors

Accompanying this item is a photograph showing a little dinner given by the Stearns Salt & Lumber Company, Lud-

ington, Mich., to members of the senior class of the Pennsylvania State College of Forestry. The class under the guidance of George R. Green, instructor, recently completed a tour of two or three weeks through northern points of interest and spent two days at Ludington, where the Stearns people gave them every opportunity to inspect their instructive and interesting operations. The dinner was tendered on the evening of February 1 at the Stearns Hotel.

A Million Dollar Hardwood Deal

The Yellow Poplar Lumber Company, Coal Grove, O., and the Honaker Lumber Company, Putnam, Va., are principals in a deal whereby the entire plant and holdings of the Honaker company in southwestern Virginia have been transferred to the Yellow Poplar Lumber Company. It is said that the deal involved over \$1,000,000. The title will be transferred March 1, and the Yellow Poplar company will operate under the name of the White Oak Lumber Company. The mill has been operating in Russell, Buchanan and Dickinson counties, Va., for eight years. There is still an immense stand of hardwood stumpage for manufacture. The title carries thirty-four miles of standard gauge railroad.

The Honaker Lumber Company was owned by well-known Pennsylvania and North Carolina hardwood operators.

It is understood that after March 1 all sales from the newly acquired plant will be made through the Yellow Poplar Lumber Company's Coal Grove, O., offices, which will be headquarters for the White Oak company. The new plant is modern and of unusually large proportions. Very little lumber has been cut so far.

Lee Harris

Lee Harris, who for many years had been employed in a responsible capacity by the Cincinnati Hardwood Lumber Company, one of the larger concerns of its kind in Cincinnati, O., died recently at the age of sixty-three years. Death occurred in his apartments in the Bank building, on Carthage

Pike. Mr. Harris had been a resident of St. Bernard, a northern suburb, for about ten year

Three daughters, Mrs. Nellie Huebner, Wheeling, W. Va., and Misses Louise E. and Helen M. Harris survive him.

Mr. Harris was well known throughout the lumber trade in this section of the country and enjoyed a wide circle of close friends, all of whom mourn his loss keenly.

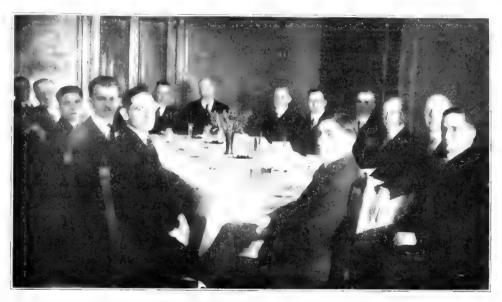
George Burgess Taken Ill in East

Geo. ge D. Burgess, member of the widely known hardwood firm of Russe & Burgess, Inc., Memphis, Tenn., and president of the National Lumber Exporters' Association, is quite ill at the home of his sister, Miss Earley, at 711 Park avenue, Baltimore, Md. He was taken sick ten days or more ago while at the Knickerbocker hotel in New York, and his condition seemed so grave that several physicians and a specialist were called in. Mrs. Burgess, who was in Memphis, was telegraphed for, and started the following morning early for New York. The patient responded to treatment and improved sufficiently to be brought to Baltimore, where he is among relatives and close personal friends, and where his chances of gaining ground are regarded as very much better. A physician and nurse came with him from New York, and have remained ever since. Mr. Burgess is now very much better and able to see visitors again, but his condition still gives rise to some apprehension, and he has been ordered for the present to keep quiet. There is every expectation, however, that he will be fully restored. Mr. Burgess was not well when he attended the annual meeting

of the National Lumber Exporters' Association in Pittsburgh.

New "Mattison Methods"

The winter num ber of "Mattison Methods," a bulletin of efficiency issued by the C. Mattison Machine Works, Be loit, Wis., sets a new mark for excellence, "Mattison Methods" always gives real information for woodworkers and the issue that recently came from the press contains an even more helpful line of suggestive articles and illustrations than the average number. It could be read with profit and pleasure by any worker in wood.



PENNSYLVANIA STATE COLLEGE STUDENTS ENTERTAINED BY STEARNS INTERESTS AT LUDINGTON .

Wife of Lumberman in Auto Accident

Two women, one Mrs. Walter J. Eckman, wife of Walter J. Eckman, vice-president of the M. B. Farrin Lumber Company, Cincinnati, and president of the Lumber Exchange of Cincinnati, were forced to crawl through the shattered rear window of their electric coupe, which was turned completely over when struck by a large touring car of Gilbert avenue, Cincinati, last week. The other woman was Mrs. H. S. Leyman, wife of the head of the Leyman-Buick Auto Company. Neither woman was seriously injured, although suffering painful cuts and bruises and badly shaken up. That they were not seriously or fatally hurt is considered remarkable. Acid from the batteries of the electric car slightly burned each woman.

Transfer of Important Memphis Interests

R. J. Wiggs, formerly secretary-treasurer of R. J. Darnell, Inc., and the Darnell-Love Lumber Company, and Franklin T. Turner, formerly general manager for both companies, have purchased the interest of the estate of R. J. Darnell in the Darnell-Love Lumber Company and have taken over the operation of the mills of the latter firm at Leland as well as stocks of lumber, accounts and other holdings. Following this purchase, these gentlemen have reorganized under the name of the Darnell-Love Lumber Company, with R. J. Wiggs as president, F. T. Turner as vice-president, F. G. Woods as secretary and H. D. Love as treasurer. Mr. Wiggs and Mr. Turner, who have previously made their headquarters at Memphis, have both moved to Leland and will make that their home for the future.

The most cordial relations still exist between the new owners of the Darnell-Love Lumber Company and those of R. J. Darnell, Inc., as indicated by the following statement which has been issued by Roland H. Darnell and Elliott Lang, executors of the estate of R. J. Darnell:

Having disposed of our entire holdings in the Darnell-Love Lumber Company to R. J. Wiggs, formerly secretary and treasurer of both R. J. Darnell, Inc., and the Darnell-Love Lumber Company, and to Franklin T. Turner,

formerly general manager for both companies, we be speak for these gentlemen in their new enterprise the same courteous and friendly consideration from the trade that has always been extended to them prior to the separation of the joint interests. The Darnell-Love company has removed its offices to Leland, where its mills and yards are located, while R. J. Darnell, Inc., will continue its offices in the Bank of Commerce building at Memphis. Both companies will continue to manufacture the same classes and dimensions of hardwood heretofore produced and marketed through the offices of R. J. Darnell, Inc.

Negotiations looking to this transfer have been in progress for some time but were completed only a few days ago.

James Ritchey

James Ritchey of Cincinnati, a retired coffin manufacturer, who during his long residence and business association here made many fast friends in the lumber world, died February 17 at the home of his daughter, Mrs. Leslie Benedict, at Columbus. Mr. Ritchey was seventy-eight years old, a veteran of the Civil war, having served faithfully with the Fifth Ohio Volunter Infanty. He was a member of Walls Post, G. A. R.

Besides Mrs. Benedict, his widow and another daughter, Mrs. H. C. Brakebill of Maryville, Tenn., survive him. Funeral services were held in Columbus.

Mr. Kreamer Goes Out of Business

H. F. Kreamer has been operating a planing mill at Kreamer, Pa., for some time. Hardwood Record has annually described his requirements in hardwood lumber to the producers in its bulletin service and on approaching Mr. Kreamer this year for a notation of his needs for 1917, received word from Mr. Kreamer that he had gone out of business and gave his reasons in the following letter:

"Gone out of business. Shop inspector is getting so smart, making it so unpleasant that I cannot get along with the work after mill was fixed up as he directs same to be. I had promised to guard all necessary points, and so I did, making it already very unhandy and more dangerous in some places than before. But he is entirely a 'greeny,'—the three first times he came around I had to give him the names of each machine before he made a note of same. You cannot reason a minute in trying to explain points not needing to be boxed up, as he directed me and which are a great hindrance, so I told him, 'before I box up as per instructions, I will shut down.' So I did when time expired January 15."

Mr. Kreamer requested that the fact of his having shut down his mill be made public, and also the reasons for his taking that action.

New Milling-in-Transit Tariffs

The Illinois Warehouse Lumber Company, Cairo, Ill., which now controls the National Planing Mills of Cairo operating under new management and with new machinery, writes Hardwood Record that the Illinois Central freight tariff No. 13057-A, providing for milling-in-transit from all points on the Illinois Central south of Fulton, Ky., also on the Y. & M. V., C. M. & G., Mississippi Central, G. & S. I., N. O. N. & C., N. O. G. N., and other tributaries of the Illinois Central to all points north, east and west of Cairo, will take effect February 26. The tariff also provides for milling-in-transit at Cairo on shipments originating on the M. L. & T. destined to C. F. A. and eastern territory, and from points on the V. S. & P. to C. F. A. and western territory.

Shark Skins for Leather

The oxskin belt that drives the pulleys in many a mill and factory may give place to a belt made of shark skin at no distant day. The ordinary sources of leather are inadequate to meet the demand, and every prospect that promises increase is carefully investigated. Experiments have shown that excellent leather can be made from skins of some species of sharks, and a movement, which is encouraged by the government, is on foot to make use of this source of leather. Large sharks have very tough skins.

Atkins Complete Addition to Plant

E. C. Atkins & Co., Indianapolis, Ind., have completed a two-story brick and steel addition to their saw factory, the new building being 50 feet wide by 200 feet long. It is shown in accompanying illustration. The new plant now covers four entire city blocks. The new floor space accommodates the expanding business in the inserted tooth and band saw departments. A battery of six drop forges for forging the teeth used in the inserted tooth saws is located on the ground floor in the new building.

The finishing room for big band saws is on the second floor. Here the finishing touches are put on the silver steel band saws ranging in sizes from 25 to 60 feet, preparatory to shipping to users.

The addition gives to E. C. Atkins & Co. added means of handling its growing business among the sawmills.

Frank R. Gilchrist

Frank R. Gilchrist died Monday morning, February 19, at Detroit as the result of an operation. Mr. Gilchrist was born at Alpena, Mich., in 1871. He entered the lumber business in the retail firm of F. W. Gilchrist & Co., at Cleveland in 1895, and in 1906 he became president of the Gilchrist-Fordney Lumber Company of Laurel, Miss., and held that position up to the time of his death. Two brothers and a sister are his partners. Mr. Gilchrist was connected with other lumbering interests, among which were the Richardson Lumber Company of Alpena and Bay City, Mich., Three States Lumber Company, Memphis, Tenn., and Rust-Owen Lumber Company of Drummond, Wis. His death was the indirect result of stomach trouble. Funeral services were held on Wednesday at Detroit.

Mr. Gilchrist leaves his widow, a son, Frank R., Jr., and two daughters, the Misses Katherine and Mariette. The business will be continued on the former basis.

Pertinent Information

Instrument Makers Express Fear of Shortage of Specialty Woods

Manufacturers of musical instruments met at the laboratories of the American Steel & Wire Company, Chicago, recently and among other things discussed the future adequacy of the supply of the domestic hardwoods used in the manufacture of their products. Referring to hard maple one manufacturer said that this wood growing in limited areas in the United States is of course being cut more rapidly than it is growing. The same speaker told of various unknown woods of the tropics which he said will in time be found fully as useful for a great many purposes as mahogany and Spanish cedar. He said that he presumed that one of these woods might, when necessary, take the place of hard maple, but he was unable to say which was adapted for the purpose for which hard maple is demanded.

Speaking of the application of hardwoods in the manufacture of pianos and other musical instruments, this speaker said that those of even and uniform growth, of firm structure and strong fiber have been deemed to be most useful. He said that uniform structure, even grain, density and elasticity are elements essential to the needs of the instrument man, and that hard maple answers these requirements precisely. He told of personal investigations made by him in tropical Mexico and Central America several years ago, where he found many unknown woods which impressed him favorably, some of them having characteristics similar to basswood, poplar, ash and maple. He said: "There is much diversity of opinion as to the limitations of wood and its general utility, but wood experts and those more widely concerned in the manufacture and manipulations of wood and lumber are inclined to view more complacently the conditions that confront us, namely, the rapid depletion of our forest resources, and the prospective opportunities for replacing the known woods of commerce from other sources of supply. As I have already stated, the unknown woods of the tropics of South American countries have not found their way to market except in very limited quantities by reason of the fact that there has been little occasion for the pioneering work necessary to introduce them."



NEW ADDITION TO PLANT OF E. C. ATKINS & CO., INDIANAPOLIS

American Market for Okume Mahogany

While American lumbermen are easing about for foreign markets for the products of our forests, the timber dealers of western Africa are taking steps to find a market in this country for the wood known as okum or okume mahogany or cedar. This is one of the several African woods which go to market as mahogany. It is not in the mahogany family, though in texture it resembles that wood. It is of light color with a silvery luster. weight it compares favorably with white pine. It is recommended for cigar boxes and it meets considerable demand from furniture makers. Before the war the largest market for it was in Germany, but that market is closed and the African dealers are in communication with the Department of Commerce at Washington, trying to get in communication with buyers in this country, and suggesting an exchange of this wood for American products, such as cotton, tobacco, kerosene, soap, flour and canned goods. About 65,000,000 board feet of okum a year are available. suggested that a line of steamers be started between West Africa and America, carrying okum to us and carrying our products back.

The Greek Lumber Market

Consul A. B. Cooke, reporting from Patras, Greece, in December, said that before the outbreak of the European war, that district received its chief supplies of lumber from Austria-Hungary. After this source was closed, local lumber importers tunned to the American market for their supplies, and during 1915 and the first half of 1916 large supplies of both lumber and stayes were bought.

Freight rates, insurance and the costs of transportation in general had risen to such a high mark by the summer of 1916 that importers found it difficult to do business in the United States. The ocean freight amounted to three or four times the original cost of the lumber or staves on the American market.

Importers, looking for some source from which they might secure supplies at less cost, turned to Spain, and during the last half of 1916 considerable purchases were made in that country. The lumber imported was a species of elm and of poplar, which was brought in by small sail ships either in the form of heavy boards of a 6-foot length or in small cuts of the same length. Freights and insurance were, of course, much cheaper than those covering shipments from America. This lumber was for the construction of currant cases or barrels. For such purposes it appears that the Spanish article is inferior to the American. The staves turned out are crude in appearance and make a much less satisfactory container than the stave brought from America; the case makes also a less attractive container than that made from American wood.

It is believed that with the return of normal conditions American lumber and staves will, owing to their many points of superiority, be able to compete in Greece with similar European products.

First Estimate of 1916 Cut

According to first available deductions, the statistics on lumber cut in 1916 will show an increase over 1915 of approximately 11.2 per cent. This is based on preliminary figures and as far as the eastern part of the country is concerned represents reports from sixty-five per cent of the mills.

The following table gives comparative cuts for 704 identical mills in the two years, each of these mills producing more than 5,000,000 feet:

				rer cent
	No. of	Cut 1915	Cut 1916	Increase
State	Mills	M feet	M feet	Decrease
Louisiana	95	2,386,656	2,493,189	+4.5
Texas	47	1,065,156	1.121.702	+ 5.3
Arkansas	43	837,098	894,454	+6.9
Mississippi	45	990,930	1,152,137	+16.3
Alabama		332,646	401,812	+20.8
Missouri	6	53.264	48,994	- 8.0
Georgia	. 10	127,710	147.981	+15.9
Florida	29	496,068	510.894	+ 3.0
Virginia		92.642	98,709	+6.5
North Carolina	24	237,098	279.163	± 17.7
South Carolina	. 15	267.214	281,657	+5.4
Michigan	. 45	592.581	589,902	-0.5
Wisconsin	. 53	808.431	837,445	+ 3.6
Minnesota	. 18	493,803	607,570	+23.0
Maine	. 19	202,705	229,911	+13.4
Oregon	. 51	1,205,712	1.381,634	+14.6
Washington		2,481,742	2,828,501	+14.0
Idaho	. 18	516.452	589,720	+14.2
Montana	. 7	212,862	259,508	+21.9
California	. 43 -	976,410	1,221,742	+25.1
Arizona	. 4	74,023	88,870	+20.1
New Mexico	. 4	37,194	51,434	+38.3
Total	. 704	14,488,397	16,116,929	+11.2

Figuring on this basis in comparison with 38,000,000,000 feet cut in 1915, the cut for 1916 was 42,250,000,000 feet.

Interesting Book on Motor Trucks

The B. F. Goodrich Company, Akron, O., has just issued Volume 5 of its annual publication "Motor Trucks of America." While the average subscriber to Hardwood Record might not be interested in motor trucks, the book is so complete, so reliable and so interesting to anybody who might be in the market, that it should be used as a directory before buying.

Prospective Competition from Siberia

The Bureau of Foreign and Domestic Commerce has issued a very interesting statement outlining prospective competition from Siberian timber when the war closes. The statement says that Siberian lumber is now moving slowly but surely eastward and westward and entering new markets to the exclusion of products from other countries. The deductions are made

from statements of Jonas Lied, one of the foremost representatives of the Siberian industry, who is closely connected with the Russian government and is managing director of the Siberian Steamship Manufacturing & Trading Company, Ltd. The government is interested in the development of Siberian forests and the company referred to, established in 1912, has 10,000,000 Russian crowns invested in timberlands.

Mr. Lied is visiting this country to investigate steps being taken for exporting after the war. He has made various addresses at different points, showing the surprising development in lumbering in Siberia in recent years, which will make it possible to export large quantities of Siberian lumber and other products, especially with the assistance of the steamship line owned by this company. Mr. Lied says that they have one of the best equipped sawmills to be found anywhere, operated by expert Scandinavian sawmill men. The Siberian Steamship company operates a line through the Karac Sea and the Artic Ocean to the various European ports, and will soon inaugurate a line from Siberia to New York. The steamers are especially equipped for lumber cargoes.

Siberian yellow pine was favorably known in Europe shortly before the war and is sure to command a good deal of attention as soon as the war is over. The company owns enormous areas of the best virgin pine forests in Asia and has access, in addition, to 348,000,000 acres in certain districts of Siberia where conditions for logging compare favorably with those in this country and are much cheaper.

The head office of the company is in Petrograd and it has numerous branches in European countries and one in New York.

Hardwood News Notes

=≺ MISCELLANEOUS ≻=

The Rockcastle Lumber Company, Meeks, Ky., has suffered a loss by fire. George Palmer has been appointed receiver for the Palmer-McMahon Furniture Company, Lebanon, Ind.

The capital stock of the Nichols & Cox Lumber Company, Grand Rapids, Mich., has been increased to \$86,000.

Recent incorporations in Ohio are: The Marcus A. Monaghan Company, Cleveland, manufacturer of cabinet work, with a capital of \$10,000, and the White Oak Chair Company, Mount Gilead, capital \$6,000.

The Iroquois Flooring Company has incorporated at Buffalo, N. Y., its capital being \$5,000.

The Sheboygan Coaster & Wagon Works, Sheboygan, Wis., has increased its capital from \$40,000 to \$80,000.

The Whitson Mill Company incorporated at Knoxville, Tenn.; capital, \$25,000.

With a capitalization of 10,000, the Hughes Woodworking Mills, Huntington, N. Y., has incorporated.

An increase in capital stock to \$150,000 has recently been made by the Forsyth Manufacturing Company, Winston-Salem, N. C.

The Standard Lumber Company manufactures hardwood lumber at Hawkinsville, Ga.

The capital of the Specialty Case Company, Kendallville, Ind., has been increased from \$50,000 to \$375,000, according to reports, and the name changed to the Specialty Display Case Company.

The Shambow Shuttle Company, Woonsocket, R. I., is planning to erect several steel units 40 feet by 20 feet for air-drying shuttle timber, also a two-story addition 44 feet by sixty feet, and will install woodworking and metal working machinery.

=< CHICAGO ≻=

C. W. Schaeffer, Frank Tolake, Harry Lazarus, T. Lieberman and D. Perlman have incorporated the Chicago Cabinet & Fixture Company, city, with a capital of \$2,500.

The Ottawa Piano Company is manufacturing at Ottawa, Ill.

W. T. Culver of the Stearns Salt & Lumber Company, Ludington, Mich., was in Chicago February 24.

The Green Brothers Box Lumber Company, Rockford, Ill., has increased its capital from \$30,000 to \$50,000.

The Piano Back Manufacturing Company is located at 455 W. Huron street, city.

W. H. Russe, Ralph Jurden and S. M. Nickey were in Chicago the latter part of last week in conference with Illinois Central officials in behalf of southern interests. E. A. Lang, president of the American Oak Manufacturers' Association, was a participant in the conference.

Secretary Frank F. Fish of the National Hardwood Lumber Association returned last week from a trip East where he conferred with President John M. Woods of that organization. Mr. Fish reports extreme difficulty in getting shipments through to the East but great optimism as far as demand is concerned.

The 1917 inspection rules committee of the Lumbermen's Association of Chicago is composed of the following: George J. Pope, chairman, H. W. Chandler, C. M. Smalley, John Spencer, John Hansen and C. W. Jacob. These men will handle the pine inspection while a committee composed of Theodore Fathauer, George F. Kerns, A. H. Ruth, Thomas F. Scanlan will handle hardwoods. H. N. Hanbury continues as chief inspector.

George E. W. Luehrmann of the Chas. F. Luehrmann Hardwood Lumber

Company, St. Louis, Mo., with Guy Fulton, sales manager of that organization, was in Chicago on Thursday of last week.

George P. Morgan et G. P. Morgan & Co., Parkersburg, W. Va., spent a week or so at Chicago at the time the Illinois retailers were in convention at the Hotel Sherman. Mr. Morgan made the best of every moment of a successful business trip.

E. W. DeCamp with the American Column & Lumber Company, St. Albans, W. Va., spent several days in Chicago a week ago.

Paul Bushong, Northwestern Cooperage & Lumber Company, Gladstone, Mich., spent a week in Chicago at the retailers' convention, having staged the exhibit of the Northwestern's famous "Peerless" brand of maple flooring.

H. C. Miller, who for years was connected with the Chicago hardwood trade and is now with the Marathon Lumber Company, spent several days in the city recently.

=< BUFFALO **>**=

Taylor & Crate's office building at the new Elmwood avenue yard is now under roof and it is hoped to have the structure completed by May. Demand for hardwoods would be good, it is said, if embargoes were fewer.

W. P. Miller has been spending some time in Ohio on business for Miller, Sturm & Miller. The office reports a continued demand for hardwoods on a fairly large scale

The McLean Mahogany & Cedar Company reports that the threatened revolution in Cuba has recently been interfering with the shipments of mahogany from the island.

The A. J. Chestnut Lumber Company is getting in considerable birch, maple and basswood from the Catskills.

H. B. Gorsline has been in Michigan for a week or two, looking after shipments of maple flooring for the National Lumber Company. He has been able to make some headway, in spite of railroad embargoes.

O. E. Yeager, who spent several days at Palm Beach, left at the middle of the month for Havana. He will return home by the way of St. Petersburg at the end of the month.

Blakeslee, Perrin & Darling report a steady hardwood demand, though embargoes are interfering with the receipt of stock. Some supplies of cypress and oak are being received.

T. Sullivan & Co. have a traffic man on the staff and since he began to get busy with the Michigan railroads two or three weeks ago, he has been able to get some cars of ash and elm started eastward.

Davenport & Ridley have been taking a good many orders for white pine this winter, in addition to hardwoods, and low grades are in strong demand. Lumber from Canada is coming in very slowly.

——≺ PITTSBURGH ≻=

E. H. Shreiner Lumber Company has added to its force of hustlers C. J. Thornton, who will work the yard trade especially for this concern.

The Kendall Lumber Company reports a fine business and is certain that trade is going to keep up strong all the year. Yard trade looks especially good for this spring.

The Henderson Lumber Company is getting a very nice line of business with the mining companies. Mixed hardwoods are in splendid demand now and there is every reason to think that the present high prices will be continued all this year.

The Aberdeen Lumber Company is doing its best to bring forward its big stocks of gum and cottonwood from the Southwest. Embargoes and car shortage have, however, greatly hindered its efforts in this direction.

The Adelman Lumber Company will have a very nice line of hardwoods to sell this year. Its trade with the tri-state yards has picked up wonderfully the past two years.

The Frampton-Foster Lumber Company had the best January this year in its history. It reports the demand for oak is almost phenomenal and has kept its country mills running at full speed to take care of this business.

The Acorn Lumber Company finds the demand opening up very nicely among the manufacturing concerns to which it looks for a large proportion of its business. It is rather a question of being able to get good lumber and get it promptly and regularly than of being able to sell it.

=**≺** BOSTON **>**=

Charles P. Chase, senior member of the C. P. Chase Lumber Company, Springfield, Mass., died suddenly of pneumonia at his home in that city February 13. He was a former president of the Massachusetts Retail Lumber Dealers' Association and one of the best-known retailers in New England.

Charles H. Balkam of Boston has filed petition in bankruptcy, scheduling liabilities of about \$28,000 and assets of about \$1,500. He has been identified with the hardwood trade, having been associated with several local firms prior to embarking on his own account.

=⊀ BALTIMORE **>**=

The statement of exports of lumber and logs for January from Baltimore, which has just been issued, shows no change in general conditions. The narrowing of the shipments to foreign countries continues, and while the total for the month is larger than that for the corresponding month of

1916, it is again found that all but a small*proportion of the shipments must be credited to spruce. This wood, which is being used extensively in the construction of aeroplanes, will probably undergo no diminution in the requirements as long as the war lasts, but as for the rest of the trade, it has been practically suspended. Forwardings of hickory and walnut logs, for instance, were altogether wanting, and what is still more striking, if not actually disquieting, no oak boards were shipped during the last month against 937,000 feet in January, 1916. Shortleaf and other yellow pines are also lacking, with a small quantity of white pine sent out. Fir again ligures in the exhibit, being represented by 22,000 feet, but of poplar only 68,000 feet was shipped, against 195,000 feet a year ago. The only exception to the shrinkage is in "all other logs," which classification is credited with a matter of 12,000 feet, against none at all last year. All other items are either smaller than they were in January, 1916, or they do not figure in the statement. And no comfort is to be taken for the future in the face of the published statement that Premier Lloyd George will make an announcement in the House of Commons this week, still further curtailing the imports. Britain finds that she is paying out too much for foreign goods, and intends to cut off everything that she can possibly do without.

As a kind of offset to the discouraging statement about the export trade intimations have reached here from some of the British brokers that a resumption of oak shipments may be expected before very long. When the war had gotten well under way and the British government found that it was costing far more than even the most liberal first calculations had indicated, Englan I set about cutting her own timber in an effort to hold down the import bills. It is said that the great proportion of the available supply of home grown timber has now been utilized, and that imports will have to be resorted to in order that absolute needs in the way of shipbuilding and railroads can be met. There is consequently an expectation in some quarters that the rule shutting out oak especially will before long be modified, a consammation that would be hailed by exporters here with much satisfaction.

G. T. Boughan, a sawmill man of Brays, Va., was in Baltimore last Tuesday on a hunt for tonnage to carry lumber as soon as the ice in the Chesapeake Bay clears out. The cold of the last week served to close many of the lanes for vessels and greatly interfered with the movement of all kinds of freight.

The statement of the building inspector of Baltimore for January shows that during the month permits for the erection of buildings of a declared value of \$533,320 were issued during the month, with permits for \$1 additions, involving an outlay of \$82,830 and 554 alterations, calling for an expenditure of \$110,800, a grand total of \$997,872.

Ten large walnut trees which for about 150 years have adorned Dunmore, an estate on Frederick road at Catonsville, a suburb of Baltimore, now owned by Frank T. Kirby, have been sold to a New York firm and are being cut down for veneering. Several of the trees measure four feet across the stump and the price paid for them is said to have been very attractive. Recently the trees began to decay in the upper branches and Mr. Kirby decided to dispose of them before they became worthless.

John L. Alcock, of John L. Alcock & Co., and Daniel MacLea, president of the Daniel MacLea Lumber Company, two prominent hardwood men, are conspicuous in the campaign inaugurated by the Maryland General Hospital for the raising of a \$250,000 fund to take care of a floating indebtedness and for future needs. Mr. Alcock is chairman of the campaign committee.

The Empire Furniture Manufacturing Company, 1415 Eastern avenue, Baltimore, has been incorporated with a capital stock of \$10,000, by Morris Stern, Harry Kleiman and Morris Greenberg.

The will of the late Otto Duker, president of Otto Duker & Co., one of the best-known local concerns in the trade, who died February 7, has been filed in the Orphans' Court, and shows the estate to be valued at \$200,000.

David T. Carter of David T. Carter & Co., Baltimore, has completed arrangements for the opening of a yard on Paca street, in the southwestern section of the cit3, and when certain improvements have been completed will move there, so that he can always be on the spot. Mr. Carter has gone on a trip to the Virginias and North Carolina in search of stocks.

=≺ COLUMBUS >==

The Jeffrey Manufacturing Company, Columbus, has recently opened a branch office in Cleveland, 421-423 Rockefeller building, which will be in charge of W. E. Holloway and C. B. Reed. These gentlemen have been connected with the Jeffrey company for a number of years and have had long and successful experience in sales and engineering work.

The Claude Nease Lumber Company's mill and yards of East Liverpool, O., were destroyed by fire recently, resulting in a loss of \$25,000, which is partly covered by insurance.

The Horning Lumber Company, Ravenna, O., has increased its capital from \$50,000 to \$125,000.

The Emory River Lumber Company, Cincinnati, O., has been incorporated with a capital of \$200,000, to deal in lumber. The incorporators are: J. S. and K. C. Walker, Joseph H. O'Donnell, W. L. Cortelyou and Fred W. Japp. J. S. Walker, who was president of the Appalachia Lumber Company, has disposed of his holdings in that company and secured control of 15,000 acres of timber on Emory river, near Pilot Mountain, Tenn., from the H. Fugate Company.

The Brooklyn Lumber Company, Cleveland, reports an increase of capital from \$40,000 to \$60,000.

The Buckley-Ginter Box Company, Columbus, has been incorporated with a capital of \$15,000, to manufacture boxes. The incorporators are: C. S., Chara V., and H. W. Buckley, and Mary M. and C. G. Ginter.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for all grades and varieties of hardwoods both from factories and retailers. The worst drawback at this time is railroad congestion and embargoes which are holding up deliveries. Prices are firm and some recent advances have been announced.

J. A. Ford of the Imperial Lumber Company says the hardwood trade is good and demand is growing better as the spring approaches. He says prices are firm in every particular.

One of the most important traffic hearings in the Buckeye state was held under the auspices of the Ohio Utilities Commission last week when the question of car supply and railroad congestion was gone into. General superintendents of many of the railroads were called to tell their version of the trouble. The hearing was held especially on the coal traffic but extended to many other commodities.

A large number of traveling representatives and mill superintendents of the W. M. Ritter Lumber Company visited the headquarters of the company in Columbus recently, for a conference with W. M. Ritter, head of the company and his department managers. All of the men report an excellent demand with congested shipping facilities and embargoes holding up movement of lumber in nearly all directions.

Railroads in Ohio will come largely under state control if suggestions made to members of the Ohio legislature are written in the utilities laws of the state. The suggestions were the outcome of a hearing held last week by the Ohio Utilities Commission on the coal car shortage, which was gradually extended to embrace other commodities. It was suggested that reconsignment privileges should be abridged entirely if the best traffic arrangement could be secured. Lumbermen will oppose strenuously the abolition of the reconsignment privilege as it now stands.

—≺ CINCINNATI ≻=

A reduction in the capital stock of the Bayou Land and Lumber Company, from \$50,000 to \$25,000, recently was announced by the directors of the concern.

A deal recently consummated here whereby orders were placed by the Costa Rica Import Company, Ltd., for several hundred thousand dollars' worth of "Made in Cincinnati" goods, according to Jesus Trejo, general manager of the concern, who is in Cincinnati at present, is the forerunner of an extensive trade between the Queen City woodworking or consuming plants and South America. Mr. Trejo and Hugo Fernandez, manager of the company's New Orleans branch, were guests of Theodore Luth, president of the Carriage Builders' National Association. The Costa Ricans purchased carriages and carts of Mr. Luth valued at thousands of dollars, and a number of motor trucks from the O. Armleder Company.

The Standard Car Company, Laporte, Ind., recently announced that work had just been started on an order for 10,000 freight cars for the French government. The plant is to be operated day and night in order to expedite the filling of the order.

At headquarters of the Cincinnati, Hamilton & Dayton Railroad, in Cincinnati, it was announced last week that the shops are to be retained at Lima, Ohio. Fire recently swept through the place, destroying the car shops. It was rumored soon after the fire that the plant would not be rebuilt, but headquarters established elsewhere. On the contrary, new and larger boiler and car shops will be built immediately.

Suit recently was filed by the National City Bank of Indianapolis for the appointment of a receiver for the Barnett Carriage Company, in which there is considerable Cincinnati interest. Attorney M. G. Heinz was appointed and immediately attorneys representing E. H. Arnold, president and treasurer of the T. T. Haydock Carriage Company here filed a motion to set aside the appointment. The Barnett concern is incorporated under the laws of West Virginia, but it is alleged its license tax for 1916 has not been paid and charter rights therefore forfeited. Suit also has been filed in West Virginia, but it is said the company has no assets in that state. The bank contends the company is being run at a loss and if present operations continue it will result in a total loss to the stockholders.

The Retlaw Construction Company was incorporated here recently for \$6,000 with the following directors: F. H. Walter, Edward F. Doctor, Frank S. Rohan, Albert Koch and David Lorbach.

Cincinnati lumbermen are much stirred over recent reports that north Pacific coast sawmills propose to use an all water route for lumber into central territory, Cairo being the big distributing point for the Middle West and East on the Ohio River to Cincinnati and points further east. The plan is to ship lumber from Seattle, Portland and other Pacific mill centers by water via the Panama canal to New Orleans, trans-ship to barges there and send it in bulk to Cairo for distribution. The cargoes will consist principally of fir, spruce, cedar and hemlock. Lumbermen here say this plan, if it materializes, will be the first big movement to utilize the Mississippi and Ohio rivers as general carriers of lumber from New Orleans to distributing points. Heretofore the lumber companies have used rail lines almost exclusively because what were known as package shipments were made to separate points of distribution in cypress and yellow pine.

= ≺ CLEVELAND **>**=

Further extension of embargoes by the New York Central lines, to lowed by similar rulings by the Nickel Plate Railroad, has served to hamper the hardwood industry in receiving materials and making shipments. The embargo by the New York Central lines includes all points west of Buffalo, and that on the Nickel Plate, upon which the trade here has depended for some movement of material, even though it did not extend beyond the lines of the road, includes all those lines as well. When the rulings went into effect, promise that they would not last more than a week was made, but aside from the fact that new orders have been issued every day, which has served still further to prevent regular handling of goods, no change as far as relief is concerned has been made to date.

Hardwood men of Cleveland are watching with keen interest the progress of the plan to straighten the Cuyahoga river. This stream, the principal artery of traffic for the lumber trade on material coming in by the Great Lakes route, has countless bends all the way from Lake Erie up past the Newburg district. These bends have necesistated much careful manipulation of the vessels coming up the river. Under the proposed plan of the Senate interstate commerce committee, amendment to the rivers and harbors bill would be made to include a \$5,000 appropriation for the cost of surveying the flats district through which the river passes, with a view toward making the stream nearly straight. The government will limit its appropriation for the work to \$400,000, co-operating to this extent with the city of Cleveland and Cuyahoga county in carrying out the project.

Many hardwood men of Cleveland have been taking the opportunity the last two weeks to make out of town trips, plannig for the spring rush from this territory. C. H. Foote, of the C. H. Foote Lumber Company, who has been attending the hardwood convention at Cincinnati, is taking a brief rest in the South. Elmer E. Teare of Potter, Teare & Co., also is spending a few weeks in warmer climes. D. C. Phelps of the West Virginia Timber Company is back from the Oak Manufacturers' Association gathering at Memphis, Tenn. F. T. Young of Dilbert, Stark & Brown has been to Indianapolis on business. L. B. Huddleston, the well known red cedar man, has been to Detroit.

=≺ TOLEDO >=

The Booth Column Company held its annual meeting recently. W. T. Hubbard was re-elected president, and R. A. Landers, treasurer. David Trotter, vice-president and director of the concern, and Ed. Crumbaugh, director, have both recently died. Their places have not as yet been filled. Business conditions are reported as showing considerable improvement.

The stockholders of the Dewey Stave Company met recently to act on the dissolution of the company, occasioned by the high price and scarcity of the timber used in the manufacture of staves. This is one of the oldest concerns of its kind in this city, having been incorporated in 1882. S. Z. Foster was president of the company. No definite action was taken but will probably be at an early date.

The Gotshall Manufacturing Company reports conditions somewhat better than for some time past. There is a fair demand for hardwoods and the transportation difficulties seem to be somewhat lessened.

=≺ INDIANAPOLIS **>**===

Many lumber manufacturers and incorporated retail companies in Indiana are working against a bill pending before the Indiana general assembly providing for the collection by the state of an excise tax on certain classes of corporations. The bill has been pending before the general assembly for several weeks, and its supporters, including James P. Goodrich, governor, believe that jt will be passed. A powerful lobby has been organized to fight the bill, and just about as powerful a lobby, which includes many state officials, are working for its passage. If the bill becomes a law a small tax would be placed on all incorporated lumber companies in Indiana, the tax varying according to the amount of business handled.

Harry L. Swisher, manager of the Mercer Lumber Company, Bluffton, Ind., announced last week that the company's mill had been closed permanently. The company will confine its efforts to the retail business, as it was said custom sawing was not a paying proposition.

J. B. Marshall, of Shoals, Ind., has purchased the sawmill at Dover Hill, Ind., which formerly was owned by Taylor Lindley.

A sawmill owned by E. A. Edwards at Columbia City, Ind., was destroyed by fire last week, the loss being \$5,000. No insurance was carried.

Incorporation papers have been issued to the City Lumber Company, South Bend, Ind., which has been capitalized at \$30,000. Directors are L. E. Parrott, Elmer E. Strayer and Charles H. Jackson.

A sawmill and woodworking plant to handle hardwood timber cut in the vicinity is to be erected at Greentown, Ind., by local capital. The plant will be in charge of J. W. DeLong.

The Specialty Display Case Company, Kendallville, Ind., has been incorporated with a capitalization of \$375,000 to manufacture furniture. The directors are Ralph J. Keller, A. M. Jacobs and Simon J. Straus.

The lumber yard and planing mill of E. Gilmartin & Son, Fort Wayne, Ind., has been enlarged, the plant having been moved to a new location at 117-137 Murry street.

The Linton Wood Working Company, Linton, Ind., has been organized with a capitalization of \$25,000. Directors of the company are William Baar, Samuel Drennon, Chester E. Smelser and Gertrude Hast.

=-≺ EVANSVILLE **>**=

W. S. Rhoades and F. M. Harned of Washington, Ind., and William L. Brown, formerly of that city, have formed the Brinkley Lumber Company and the new concern has just filed articles of incorporation with the secretary of state at Indianapolis. The capital stock is \$10,000 and the directors for the first year are W. S. Rhoades, F. M. Harned and William L. Brown. The plant of the new company will be located at Brinkley, Ark.

At the regular monthly meeting of the Evansville Lumbermen's Club that was held on Tuesday night, February 13th, the question as to whether the entrance of the United States into the European war would affect business to any great extent, was discussed. The opinion expressed was that should the United States get into the war business in this country would not be materially affected, because there has been very little export of lumber during the past two years. Those present believed that it will be a year or two after peace is declared before the lumber prices get back to normal. There was some discussion of re-consigning privileges on freight rates between South and North on manufactured lumber. Cairo, Ill., Louisville, Ky. and most other Ohio river crossings are "breaking points" and are favored in the freight rates. The club is of the opinion that Evansville should have the same advantage. The next meeting of the club will be held on Tuesday, March 13, and one of the things to be discussed will be the annual summer outing of the club to take place some time in June.

J. C. Greer of the J. C. Greer Lumber Company reports the company's large stave mills in Tennessee and Mississippi being operated on full time with the trade outlook getting better all the time.

During a severe wind storm that swept the lower Ohio river a few days ago, the steamer Alma, owned by Obrecht Brothers, hame manufacturers at Tell City, Ind., was sunk. The boat was valued at about \$5,000 and the loss is partly covered by insurance.

At a recent meeting of the Evansville Furniture Manufacturers' Association the following officers were elected to serve for the ensuing year: President, William Baurle, Evansville Desk Company; vice-president, W. V.

WE own large tracts of selected timber in the Knoxville territory and cut a really high grade line of lumber in oak, maple and other · southern hardwoods.

We are honestly convinced that there would be a mutual advantage in our knowing each other.

IF YOU ARE BUYING NOW OUR STOCK LIST WOULD HELP YOU

Maples Lumber Co. KNOXVILLE. TENNESSEE

WE MANUFACTURE bandsawed, plain and quarter sawed WHITE AND RED OAK AND YELLOW POPLAR

We make a specialty of Oak and Hickory Implement, Wagon and Vehicle Stock in the rough.

ARLINGTON LUMBER CO., Arlington, Kentucky



Dixon, Evansville Bookcase and Table Company; secretary, E. A. Schor, Karges Furniture Company; directors, Henry Goebel, Klamer-Goebel Furniture Company; Herman G. Menke, Indiana Furniture Company; Charles M. Frisse, Globe Bosse-World Furniture Company, and George O. Worland, Evansville Veneer Company.

Claude Maley of Maley & Wertz, hardwood lumber manufacturers, accompanied by his wife, returned recently from Jackson, Miss, where they visited Charles E. Maley of the Henry Maley Lumber Company for a few days. Mr. Maley reported that trade conditions in the South are picking up all the time and he looks for a good spring and summer trade in that section.

Robert Williams, manager of the Indiana Tie Company, this city, headed a large delegation of manufacturers and business men from this section to Indianapolis a few days ago to protest against the bill in the Indiana legislature to place a special tax on all manufacturing plants.

Work has started on the new \$25,000 addition to the Imperial Desk Company. The addition will double the floor capacity of the company.

-≺ LOUISVILLE >-

In spite of traffic conditions the W. P. Brown & Sons Lumber Company is managing to keep all of its mills busy, including three at Fayette, Miss., one at Furth, Ark., one at Allport, Ark., and the new plant at Brasfield, Ark. Here the company has completed its log road, and is now cutting on its own timber. The new B. E. Kinney mill, at Guin, Ala., a subsidiary mill, is about completed and will start operations the middle of March. T. M. Brown, president of the company, reports that orders are more plentiful than ever before in the history of the business, oak is moving freely at higher levels, and conditions are excellent other than the traffic troubles.

An interesting statement was made at a recent meeting of the Louisville Hardwood Club, when it was said that the lumber business today is on a far higher plane than ever before in its history, due largely to the elimination of wildcat mills, and the fact that timber holdings are in better and stronger hands for the most part. Members present were of the opinion that still higher prices would be seen unless the war cloud broke into actual hostilities. The various committees of the club have been announced as

Entertainment-Program-Membership and Publicity: H. E. Kline, A. E. Norman, Jr., Preston Joyes and Percy Clancy.
Finance—C. M. Sears, H. J. Gates and W. A. McLean.
Transportation—D. E. Kline, T. M. Brown and E. B. Norman.
Logs—E. S. Shippen, Allen McLean and H. E. Kline.
Lun.ber—Edward L. Davis, E. Ford and John Churchill.

An interesting meeting of the Louisville branch of the Southern Hardwood Traffic Association was held at the Seelbach hotel a few days ago, this being the first annual meeting of the organization. T. M. Brown was elected president, succeeding Smith Milton of the Churchill-Milton Lumber Company, who was instrumental in getting the branch started. May, secretary and general manager, was re-elected at a nice increase in salary. His annual report showed that the association had done great work for its members in recovering on claims; and that it had also been instrumental in obtaining reductions on about twenty or more tariffs on lumber and forest products. The Norman Lumber Company, and the North Vernon Lumber Company have been added to the membership list.

Recent visitors to Louisville included K. W. Hobart of Hobart & Co., Boston, and E. V. Babcock of the Babcock Lumber Company, Pittsburgh.

Lumber manufacturers are rapidly coming around to a knowledge of the value of the automatic sprinkler, and two Lousiville concerns are now having such equipment installed, these being the Louisville Hardwood Flooring Company and the Louisville Cooperage Company, one being a Grinnell and the other a Rockwood system. The cooperage company lost its plant last year by fire, and in rebuilding is taking every precaution.

After being blocked with ice for the greater portion of the month the Ohio river is again open to traffic, boats starting to run during the past week. Good stages in the eastern Kentucky streams are enabling operators to get out large quantities of logs.

The marriage of Bodley Booker, secretary of the Booker Box Company, to Miss Maurice Stine Bridges will take place in the spring, according to announcement made last week.

It has been announced that the plant of the Rockcastle Lumber Company at Inez, Ky., which was recently burned at a loss of \$50,000, will be rebuilt at once. The company is owned by Huntington, W. Va., capitalists. The power plant and mill were almost a total loss, but the fire was kept out of the cut stock.

At Vevay, Ind., near Carrollton, Ky., Bear Brothers have leased a small plant in which they will manufacture cedar chests and swings. The plant was placed in operation early this month.

The U. S. Cabinet Company, Carrollton, Ky., with a capital of \$24,000, has been incorporated to manufacture the Sebree hotel cabinet. The incorporators are James F. Jett, president; Wyatt T. Sebree, vice-president; C. P. Scott, secretary-treasurer and James F. Gayle.

The Wirth-Lang & Borgel Company, fixture manufacturer of Louisville, recently incorporated with a capital of \$20,000, has secured the plant of the Lausberg-Macke Company, on Underhill street, which was equipped ready to go into. The plant was purchased outright.

Wesley R. Tischendorf, head of the Tischendorf Lumber Company, Louisville, is recovering from severe injuries received in a recent grade crossing accident in which a street car in which he was riding was strack by a switch engine.

A big coal and timber deal was recently handled at Whitesburg, Ky., when the Letcher County Coal Company, recently incorporated at Richmond, Va., by Lucius F. Care and others for \$700,000, purchased a big timber boundary in the western portion of Letcher county.

Amended articles of incorporation have been filed by the Southern Veneer Manufacturing Company, Louisville, relative to time for holding annual stockholders' meetings, conducting the business, etc.

The White Oak Lumber Company, Ashland, Ky., with a capital of \$200,000, has been incorporated by Edgar P. Rice, S. E. Harmon, John F. Hager and L. S. Wilson.

Manufacturers of staves and heading in Kentucky have practically closed all operations for the present due to had weather and impassable roads, which have made it impossible to cut and haul logs or finished staves. Again the embargo situation has closed the eastern markets to the stave men, and things are quiet in the line just now.

J. H. Turpin, president of the Kentucky Stave & Heading Company, at Pineville, Ky., has filed notice of dissolution of that company.

—≺ ARKANSAS ≻—

The big sawmill at Dierks, Ark., is being rushed to completion, and will soon be in operation. It promises to be one of the largest and best equipped hardwood manufacturing plants in Arkansas. It is owned by the Dierks Lumber & Coal Company of Kansas City, Mo.

The Zeller tract of timber, near Gillette, Ark., has been sold to Indiana capitalists who expect to erect a hardwood sawmill on it.

Car shortage, which has presented a serious aspect for the hardwood manufacturers of this state for the past several months, is becoming more alarming. The manufacturers are now experiencing great difficulty in obtaining the necessary cars in which to make shipments. In fact, they are able to obtain only a small percentage of the number needed.

The recent embargo placed on shipments to the East, by eastern railroads, as the result of the discontinuance of diplomatic relations with Germany, is also proving to be of serious concern to the lumber manufacturers of this state. According to L. S. McDonald, manager of the Arkansas Traffic Association of Little Rock, there are now approximately 150 carloads of lumber manufactured in Little Rock for use in the East which cannot be shipped as a result of the embargo. Mr. McDonald views the situation with considerable alarm, and thinks that if something is not done at once the lumber industry of the entire South will be seriously crippled. In this view Mr. McDonald is supported by the local lumber manufacturers.

=≺ WISCONSIN **>**=

The plant of the Joerns Brothers Manufacturing Company, Sheboygan, Wis., tables, desks, sectional bookcases, etc., was totally destroyed by fire of unknown origin on the night of February 16. The loss is estimated at between \$80,000 and \$100,000, with insurance of only 20 to 25 per cent, all carried in mutual companies. The plant was established in 1892, and was owned by three Joerns brothers, Paul, of St. Paul, Minn.; O. B. and Charles A., of Sheboygan. Most of the plan was of reinforced concrete construction, but this did not resist the confagration and all walls crumbled to ruins. A decision will be made later as to rebuilding.

The Wisconsin Cabinet & Panel Company, New London, Wis., formerly the Wisconsin Seating Company, and now owned by the Thomas A. Edison Industries, is planning to make extensive improvements and extensions. The plant is devoted mainly to the production of talking machine cabinets, but will continue to make opera chairs, etc.

C. S. Dodge & Son, Monroe, Wis., large manufacturers of cheeseboxes, crating, etc., have incorporated the business under the style of C. S. Dodge & Son Company. The capital stock is \$25,000.

With a modest beginning many years ago, Frank Knick, Tomah, Wis., has risen to the place of the greatest timber operator in Monroe (Wis.) county. Last year he cut over 2,000,000 feet in his various camps and this year he expects to cut 2,500,000 feet of hardwood at La Valle, Wilton and Kendall in Monroe county, Wis.

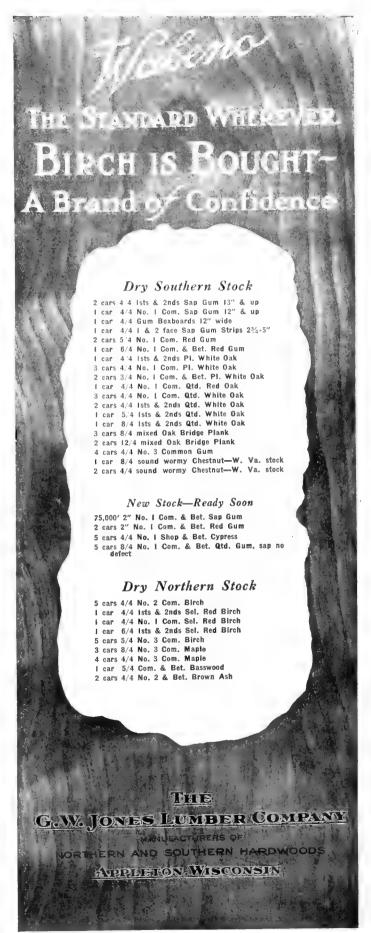
The Medford (Wis.) Lumber Company is operating its mill twenty-four hours daily to replenish its rapidly decreasing supply to the trade.

With fifteen carloads of product on hand and no cars available to relieve the congestion at the plant, the Automatic Cradle Company, Stevens Point, Wis., may soon be forced to close its factory. Railroads are declining to accept goods on shipments destined east of Chicago.

The Hub Manufacturing Company, Shawano, Wis., has been completely re-organized and expects son to add other lines of products to its present manufacture of hubs. The directors elected are: M. J. Wallrich, F. D. Naber, F. C. Werblow, Albert Trathen and F. A. Jaeckel.

The marriage of Miss Georgia Nichols, daughter of Mr. and Mrs. Peter Nichols, Sheboygan, Wis., to Arthur Meeter, Chicago, traveling representative of the American Hardwood Lumber Company, St. Louis, Mo., took place February 3, at the home of the bride.

Fifty-seven employes of the North Western Lumber Company, Stanley, Wis., with their wives and families, recently made George H. Chapman, manager of the company, their guest of honor at the U. L. Church parlors at Stanley. Mr. Chapman was presented with an engraved Howard watch in honor of his fiftieth birthday anniversary.



Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and Guaranteed Inspection

FRANK PURCELL

515 Dwight Building, KANSAS CITY, MO.

You Can See Logs Like These on Our Yard Any Day



STIMSON VENEER AND LUMBER COMPANY, INC.

P. O. Box 1015

Memphis, Tenn.

MANUFACTURERS

Hardwood Lumber, Rotary Cut Veneers, Rotary Cut Gum Faces, Cross Banding and Cores. The Clayton Lumber Company's holdings at Eau Claire, Wis., have been purchased by Gus Schueneman, Horse Shoe Lake, Wis.

Sixty men are being employed at the plant of the Eau Claire Box & Crating Company, Shawtown, Wis., and shipments are going forward to the entire market, although the plant has been in operation only ten days.

The Oshkosh Box & Lumber Company, Frederick Heise, Oshkosh, Wis., sole owner, has entered bankruptcy proceedings with liabilities of \$4,838.16 and assets of \$2.343.05.

Under contract to furnish its entire output to the Lee Broom & Brush Handle Company, the new factory of the Northern Product Company is now in operation at Glidden, Wis. The company was formerly located at Merrill, Wis., but decided to locate nearer the supply of timber by removing its entire plant, an investment of \$100,000 to Glidden.

An order for 60,000 dozens of candy pails has been placed by an eastern concern with the Wisconsin Woodworking Company at Two Rivers, Wis. The raw lumber needed to fill the order will require the service of 500 cars in transit.

The Automatic Cradle Manufacturing Company, Stevens Point, Wis., will give its employes a bouns of \$1,900 to be paid weekly up to June 9, 1917. There are 100 employes.

The Appleton Broom Manufacturing Company, Appleton, Wis., has been incorporated with a capital stock of \$3,000 by M. Spector, H. S. Priest and J. J. Cohen.

The C. F. Kade Fixture & Show Case Company, Plymouth, Wis., is offering treasury stock for sale at \$50 per share, none of which will be sold below par. The company tripled its business during 1916.

The Racine Manufacturing Company, manufacturer of taxi-cab and touring-car bodies, has added a night shift to handle its many Chicago and New York orders, among which is one from the Walden W. Shaw Livery Company, Chicago, for seventy-five taxicab bodies.

The Curtis (Wis.) sawmill, recently destroyed by fire, is being replaced by a new mill, which Arthur Tonn expects to have in operation by the middle of April.

The John Weix Lumber Company's mill at Romeo, Wis., was destroyed by fire recently.

The Drew Manufacturing Company has taken over the plan of the Edgerton Wagon Company, Edgerton, Wis., and will engage in the manufacture of sanitary barn equipment.

The new office of the North Western Lumber Company at Chippewa Falls has been completed and is already occupied by Manager Geo. II. Hinke and his assistants.

The Mattefs Brothers Company, Antigo, Wis., has been incorporated and capitalized at \$50,000 with Gus and August Mattefs and W. A. Maertz as incorporators.

The Beloit Box Board Company, Beloit, Wis., has been incorporated with a capital stock of \$100,000. The incorporators are Fred M. Coons, J. A. Fisher and M. E. Coons.

More than 14,000 acres of cutover hardwood land in Sawyer county, Wis., will be put on the market at once by the Faast Land Company, Eau Claire, Wis.

Shortage of log cars because of the general demoralization in freight traffic has necessitated the shutting down of the steam skidder at the camps of the J. W. Wells Lumber Company, Menominee, Mich. No alleviation of the situation is expected before March.

Plenty of snow for sledging and sufficient zero weather to keep the roads hard have been a great boon to the lumber industry in Cloverland, Upper Peninsula. G. A. Bergland, Milwaukee, Wis., has arranged to cut 20,000,000 feet near Bergland, Mich., and expects to run his mill there all summer. Millions of feet of timber are arriving at St. Ignace, Mich., where the Jones & Kerry Company's mill is located. Other logging companies are employing by far more men than ever before.

The coal situation recently forced the O. J. Sorensen sash and door factory, La Crosse, Wis., to shut down. More than a hundred men were thrown out of work temporarily.

The Menasha Wooden Ware Company, Menasha, Wis., is establishing a candy-pail factory at Ladysmith, Wis.

The Park Falls Lumber Company, Park Falls, Wis., will erect another new "white city" of fifty modern residences on a forty-acre site purchased in Park Falls,

The Segelke & Kohihouse Company, sash and door manufacturer at La Crosse, Wis., will build a three-story warehouse, 65x170.

The Hardwood Market

=≺ CHICAGO ≻=

Chicago is having about the same troubles these days as most other important assembling and distributing points, the difficulties incident to international complications seeming to be less severe than those resulting from car scarcity. This nation-wide condition which promises calamity if not remedied, affects the lumber business in a good many ways, both directly and indirectly. It is making the shipments of supplies to Chicago

more and more difficult; is causing interruption to manofacturing, thus cutting off future allotments of lumber stocks; has already resulted in the closing of some plants on account of lack of fuel. So acute has the situation become that it is demanding much more attention than the immediate effects of the war scare which on the other hand continues to have some noticeable bearing on local conditions.

The possibility, however, that conditions resulting from the present international crisis will become even approximately acute or serious has not yet been shown, but very few orders have been held up and in some cases where this occurred, further instructions have already been received to go ahead and complete shipment. Some dullness has been noted in buying as a direct result of the possibility of our becoming embroiled in foreign affairs, but, for the most part, this has had to do with large purchases for sustained deliveries, and it is offset to a considerable degree by the fact that in many other cases contract orders of larger proportions than former years, have been let in the last week or two.

=≺ BUFFALO >=

The hardwood demand is good, but the trouble Litely has been to get the lumber delivered. Stocks are in transit a much longer time than usual, both from the mills in the North and South and from the yard to the consumer. The bad weather of course hampered the railroads a great deal. A serious state of affairs on the railroads has been the result. They have not even been able to get coal to the manufacturing plants that urgently needed it and some have had to close down for a time in consequence.

The outlook now favors improvement, and it is believed that the worst of the difficulty is over. The hardwood yards have been able to handle stocks more easily and they expect to see the shortage of cars less pronounced. This market has had a fair share of cars right along, but the local railroads have been slow as a rule in getting them to their destination.

The demand is said to cover most of the hardwoods, which is regarded as showing that stocks in consumers' hands are considerably reduced. Orders will probably be plentiful as soon as the railroad movement becomes better regulated. Oak, ash, maple, birch and cypress are among the leading woods wanted. Prices are generally holding strong.

=⊀ PITTSBURGH **>**=

Hardwood men here are greatly pleased over the prospect for a big business this year. The automobile and furniture trade promises to be by far the most satisfactory in a long time so far as volume or orders and prices of lumber are concerned. In fact it is admitted on all sides that it is easier to sell lumber than it is to buy it and especially to get it shipped. The car shortage is quite as serious now as at any time for six months. Automobile manufacturers and also other big lines of manufacturing buyers are getting anxious about deliveries of hardwood for summer use and are getting very little relief from the shipper's end. Yard trade is beginning to pick up nicely. Oak is a splendid seller and brings the best price ever known.

=≺ BOSTON **>**=

The New England market as a whole is operating under conditions so far from normal that it is not easy to state the true situation. In common with most eastern territories, this district is now almost completely embargoed from the South and West, one favorable factor here being the ability to get stock from the East and North. As this class of material was already entering more general use, the natural result of transportation conditions has been to enhance the value to a somewhat exaggerated extent; it is admitted, however, that there is a certain sound increase in quotation on maple, birch and beech, and also that there is now noticed a definite advance in some southern and western items such as ash, gum, poplar and plain oak.

=< BALTIMORE >=

The hardwood situation remains much as it has been for some months, except that the quotations have worked slowly upward and are now \$4 or \$5 or even more above the figures that prevailed last September. improvement has taken place with regard to certain of the lower grades of woods in common use, and in this way the tone of the entire markets has been stiffened. To be sure, some of the higher grades, such as No. 1 and 2 oak and poplar, reflect no great modification for the better and the demand for them leaves something to be desired, but these classifications are largely a matter of export interest anyhow, and the foreign shipments, as is generally known, have been held down to very small proportions. Still, even the high grades have felt the influence of the revival that is taking place, and the returns are in the main fair. One of the chief troubles of the hardwood men at the present time is difficulty of getting suitable stocks. The railroad embargoes and the scarcity of cars make shipments exceptionally uncertain and difficult, and it is also indicated that the assortments at the mills are far from the point that would make a liberal and free selection possible.

Most of the hardwood men here state that they are getting many inquiries and that they are doing a large business. Some report that their activities are establishing new records, and the large stocks practically all of the yards here carry seem to bear out these statements. In the last week or so the inquiry appears to be just a trifle slower than it had been, but the

The following stock is in excellent condition, ready for immediate shipment

5/4 6/4 8/4 4/4 4/4 5/4 4/4 6/4 4,4	No. 3 Elm & A No. 1 & Btr. Bi No. 2 Birch No. 3 Birch No. 3 Basswood No. 3 Birch No. 3 Basswood No. 3 Maple No. 3 Maple	sh s	00 00 00
Ideal Hardwood Sawmill			

Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company

Masonville, Michigan

ភិបាលប្រធានមួយបានប្រធានមួយបានប្រធានបន្តិកិត្តបានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្ចេចប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានបន្តិកិតប្រធានបន្តិកិតប្រធានបន្តិកិតប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានប្រធានបន្តិកិតប្រធានបន្តិកិតប្រធានបនិធានបនិធានបនិធានបនិធានបនិធ

Our Standard

¶ We are makers of Good Lumber.

¶ For ten years we have been turning out high-grade Hardwoods at our present location, and thruout those ten years we have been studying constantly to improve our products.

¶ As a result we have established a real STANDARD OF QUALITY.

¶ When our customers speak of GOOD lumber they say "Like Liberty Lumber."

¶ It IS good lumber. Smoothly sawn—plump, even thickness—good widths—good lengths—and FLAT.

¶ Good to look at, a pleasure to work—that is "LIBERTY" lumber.

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Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timber and hardwood lumber

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-We Manufacture —

White Oak Red Oak Elm Maple Gum Ash Walnut Cherry

Poplar Hickory

Sycamore Chestnut, Etc.

Can ship at once 3 cars 12/4 Elm

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STRAIGHT or MIXED CARLOADS PROMPT SHIPMENT

RED GUM

our specialty St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods
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Mills and Office, QUIGLEY, ARE, Postellice and Telegraph Office, HETH, ARK.

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MANUFACTURERS —

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

OAK, ASH and CUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

situation is not materially affected, and buyers are on the lookout for stocks, while the mills are making every effort to increase the production. In this they are hampered by the cold weather and the heavy snow that prevailed of late, so that the output has certainly not run ahead of the distribution, if it can be said to have kept up with the shipments, curtailed as these are.

It is probable that the freight blockades on all the railroads, but especially in the Atlantic ports, will greatly interfere with the forwardings of hardwoods, and there is every probability that the hesitancy shown for a time by the buyers will yield to the exigencies of prevailing conditions, and that orders will be sent in freely in the hope that from some point shipments will get through. The foreign trade is unchanged, existing restrictions proving virtually prohibitive. The nations at war are evidently exercising the most rigid economy and buying no supplies that are not urgently needed. Substitutes are resorted to wherever posible, and the resumption of exports will probably have to wait until peace is restored.

=≺ COLUMBUS >=

Strength is the chief feature of the hardwood trade in Ohio territory. Buying is active and is limited only by the railroad congestion and embargoes which makes deliveries a difficult matter. Jobbers as well as dealers report a good demand with unusually bright prospects for the future. Many building projects of consequence have been announced.

Trade is about equally distributed between factories and retailers. Dealers' stocks are light and many are trying to increase them in order to be in a position to take care of the spring rush, when it comes. As a result they are placing orders for immediate shipment and are anxious for shipments to come through. Factories making furniture, boxes and implements are also good customers.

Prices are strong and several advances have been announced recently. There is no cutting of prices now to move stocks and all salesmen are sticking close to the list. Lumbermen generally believe that prices will go even higher when the season starts. The railroad congestion and attending car shortage are the worst drawbacks to a more active trade. It is said that many purchasers are slow in placing orders, not knowing when shipments can be expected. But a large majority are taking chances and are placing orders for shipment as soon as possible. Collections are generally good in every locality.

Quartered oak is in good demand and chestnut is one of the strongest points in the market, especially the lower grades; poplar is moving well, and plain oak, ash and basswood are strong.

=< CINCINNATI >=

The sudden and steadily maintained upward trend in the oak and gum market in this section is generally attributed to the recent hardwood manufacturers' convention in Cincinnati, which brought out the fact, which while generally supposed was not thought to be so serious, that stocks of oak and gum, especially the former, were extremely low in many sections and very light almost everywhere. The general trading of information and ideas incident to the convention soon established this fact of very low stocks and prices seemed to climb almost from the day of adjournment. Up to this writing there has been little interruption in the steadily strengthening gum and oak market. Realizing that prices probably will go much higher as the spring building season approaches, dealers are trying to obtain sufficient stocks at once, creating a demand far in excess of that which usually reigns at this period, and there is little quibbling over prices. Some manufacturers report an unusually heavy demand for red gum and their stocks are unusually low, with a consequent gain in price. This tremendous upward movement in oak and gum has been reflected pretty thoroughly throughout the entire hardwood list, cottonwood being especially sympathetic, firsts and seconds advancing in a very material manner and the demand is exceeding the volume of a year ago this time. Another grade of oak to show a material gain is quartered white oak. While most of this gain is noted in practically all the southern woods, the northern product is responsive to a degree, although the improvement in demand and price has not been so great. Stocks are about as light as the southern product, relatively, and the demand in this section is becoming more voluminous. The northern manufacturers report continued difficulty in obtaining and holding labor, thus retarding the production to a great extent, making it difficult for wholesalers and retailers here to keep their yards up to the standard desired. Birch and maple, the leading sellers in the northern list, have lost none of their popularity, although maple seems to be in better call. Maple flooring concerns report more maple floors being laid at present than for a long time. Maple stocks are badly assorted, in many instances some standard items being unavailable. Cypress dealers are becoming in self defense the most independent lumbermen to be found, inasmuch as orders are plentiful and stocks very low and badly assorted, so that orders as a rule are being accepted only as present assortment of stocks will readily accommodate. In consequence, good and better prices are being realized steadily. Retailers are buying in a large quantity when they can get it, indicating the opening gun in the big spring trade. Lath and shingles are enjoying a good request and both are scarce items and command high prices always. Railroad embargoes and the car shortage of course continue to have adverse effects upon the market from every angle. All gains and strengthening are relative to the ability of the shipper and buyer to move the lumber. Collections are said to be satisfactory.



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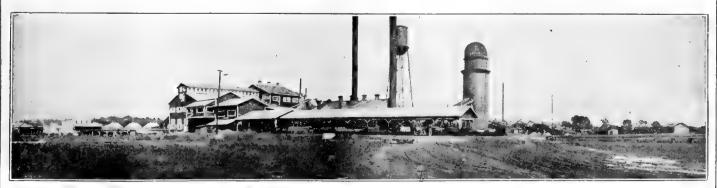
THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

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STOCK LIST FOR FEBRUARY, 1917

3/8	1 2	5 8	3 '4	4,′4	5 '4	6 4	8/4	10/4	12/4
1st & 2nds Qtd. White Oak 6 & up									, -
1st & 2nds Qtd. White Oak 6 to 9"	93,000	80,000	38,000	142,000		1,500			
Com. & Better Qtd. White Oak 80 & 20 6					*****	-,000			7,000
1st & 2nds Qtd. White Oak 10" & up	58,000	12,000	30,000	18,000	1.500		7,000		
1st & 2nds Qtd. White Oak 12 & up					3,000				* * * * * * *
No. 1 Common Qtd. White Oak		63,000	17,000	87,000	4,000	1,500			
No. 2 Common Qtd. White Oak				109,000	2,000	1,500			
Clear Qtd. Strips 2½-3½ (sap no def)				24,000	2,000				
Com. & Better Strips 21/2-51/2 40 & 60			6,000						
1st & 2nds Plain White Oak				200,000					
No. 1 Common Plain White Oak				150,000			9 000		
No. 2 Common Plain White Oak			5.000	100,000			8,000		
Sound Wormy White Oak			3,000	30,000					
1st & 2nds Plain Red Oak	4,000			-					
No. 1 Common Plain Red Oak				69,000	• • • • • •	3,000			
No. 2 Common Plain Red Oak		8,000		150,000	13,000				* * * * * *
1st & 2nds Red Gum		,	91,000		,				
No. 1 Common Red Gum. 58,000				00.000	* * * * * * *				
No. 1 Common Figured Red Gum	40,000			90,000				1,500	
1st & 2nds Sap Gum 13" & wider				41,000					
1st & 2nds Sap Gum 18" & wider				60,000					
				11,000					
1st & 2nds Sap Gum 6 & up				49,000					
No. 3 Common Gum.				10.000	40,000	6,000			
No. 1 Com. & Better TUPELO 60 & 40				18,000					
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Our 1s & 2s in Plain Sawn stock will average 10" in width, No. 1 Common about 812 to 9", both grades running 50% or better 14 and 16 ft. long. We have facilities for kiln-drying and surfacing.



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=≺ TOLEDO >=

There has been little change in the hardwood market here. Conditions are somewhat better along traffic lines and there is a fair demand, especially from factories. Prices are firm. Considerable difficulty is met in securing southern suppries, and shipments made from Toledo to various points in some instances are reported more than thirty days behind. Cars are more plentiful than they were, however, and lumbermen generally feel encouraged.

=< CLEVELAND **>**=

Marked strength in all lines of hardwoods is noted as a direct result of the handicap placed upon the trade by the embargoes of all railreads passing through Cleveland. Not being able to obtain additional supplies, local stocks have started to diminish; and prices have advanced. The most significant increase is in maple flooring, which has advanced another \$2 per thousand, there being more demand for this material in connection with the completion of housing at this time. The effect has been to strengthen oak flooring, especially No. 1, which is getting scarcer than ever. No actual change in prices has been made, but present figures cannot hold, according to leading dealers. Cypress has strengthened considerably also, but prices are stationary in the absence of good outlet, owing to the severe weather early in the month. Hardwoods are firmly held and not offered very liberally. With the resumption of spring demand sharp advances are not unlikely, in the opinion of leading members of the trade.

=< INDIANAPOLIS >=

With transportation problems growing more serious, many of the wholesale companies dealing in hardwoods report that they are experiencing difficulty in filling the large number of orders received from the consuming industries. Furniture and automobile manufacturers continue to supply most of the demand, although farm implement manufacturers and companies engaged in the manufacture of buggies are heavy consumers at the present time.

High officials in railroad circles were authority for the statement a few days ago that transportation problems are becoming more serious. Small shippers have reported refusal of cars for local shipments in a few cases.

Slight increases have been noted in the price of both plain and quartered oak. Mahogany and walnut are in excellent demand and are bringing increasingly high prices. Very little hardwood is being used for interior trim, although all indications are that the demand from this source will be heavy when weather conditions permit the beginning of the building season.

Reports from buggy manufacturers in central Indiana indicate that despite the increased use of automobiles they will buy large quantities of lumber to fill orders, which are not showing a perceptible falling off. The manufacture of automobile truck bodies is developing rapidly into an enormous industry.

A short respite from cold and disagreeable weather resulted in building operations being given a substantial boost in Indianapolis last week. Most of the permits were taken out for repair work, however, and the demand did not affect the consumption of hardwood perceptibly.

⟨ EVANSVILLE

The manufacturers of Evansville and vicinity say that trade is coming along all right and that all talk of the probability of war with Germany has had no effect on business circles in this section. Manufacturers say that the thing to do is to sit steady in the boat, quit indulging in war talk and go after more business. Most of the up town mills in this section are being operated on full time, as they have been doing for some time. The river mills report that they are doing more business now than they were this time last year. Prices are still tending upward and in the opinion of manufacturers prices will continue to advance steadily the balance of the year. Plain and quartered white oak is in better demand. Ash and hickory are firm, as well as gum and maple. Walnut is showing some signs of picking up. A great many of the furniture factories in this section are still in the market for a good deal of gum. The lower grades of poplar continue to be in strong demand, but the better grades of poplar are not so strong. Cottonwood is moving along all right and river mills say they have been receiving some inquiries on quartered sycamore. Elm is in fair demand.

Manufacturers continue to have some difficulty in getting all the logs they want and the prices are higher than they were a month ago. Bad weather in the logging districts of the South continues to retard the work of getting out the logs. Collections have improved. The various woodconsuming plants in Evansville and vicinity are being operated on steady time. In the opinion of the furniture men this will be one of the best, if not the best year in their history. Many of the manufacturing plants are still having a hard time to get all the skilled labor they want. Chair and desk factories report an increased activity and plow manufacturers say the outlook for summer and fall trade is very good. Building operations in Evansville, considering the weather, have been very active.

=< LOUISVILLE >=

There has been no material change in the general condition of the Louisv B. hatdwood market during the latter part of the month, other than that the embargo situation has grown worse, and many orders are being held up. The car shortage instead of improving is again in bad shape, and traffic conditions are anything but satisfactory. Recent advances in prices have been received by the consumers as a foregone conclusion, and no kicks are being registered, although some consumers north of the Ohio are unable to understand why deliveries can not be made. Northern woods, such as birch, basswood and maple, are selling more freely, due to the increase of cost in southern hardwoods. Oak at present is showing up better than at any previous time in a ten-year period, quartered moving freely to the veneer mills, while plain is going well with the flooring and other large consumers. Flooring plants are especially busy, most of them working full time. In the gum market the demand has shown improvement even at higher prices. Poplar is active, both in siding and boxboards, while there is also a good demand for walnut and mahogany dimension Veneers of all kinds are moving well, the vicinity plants being rushed with orders for high grade veneers in oak, walnut, mahogany, etc., of various cuts. Bad weather in the South has held back production, and the car shortage also cuts a figure. Manufacturers report that their books now hold more orders than ever before known, and orders are still pouring in. With the exception of traffic conditions, the market is in a highly satisfactory state.

—≺ ST. LOUIS >=

The lumber business is fairly satisfactory. A few days of mild weather will do much to create a better demand. Prices are being well maintained and the prospects are that they will continue to be so. The country yards are doing some buying, although not in large quantities as yet and they are buying only for their immediate needs.

The yellow pine situation is rather healthy. There is a fairly good demand although the car situation is very troublesome, especially when the shipments go to points where there is an embargo. Shipments to these points are uncertain and they are being held up and much delayed. Prices are being sustained and some advances are noted on many classes of stock. There is an extraordinary call for large and small timbers and quite a lot of material for bridge and car building is being bought. Retail yard buying is good and is subject to weather conditions.

The demand for cypress in this territory is satisfactory, both in demand and in prices, which are firm. The handlers are optimistic as to prices and they believe that, with the winter season drawing to a close, the yards will begin to buy supplies more liberally for their spring needs. Inquiries are becoming more numerous and all signs point to a good call with the coming of mild weather.

The demand for hardwood continues as good as could be expected at this season. There never was a better prospect for spring buying. The demand is being well distributed. Plain and quartered oak is in the lead. Orders for these classes of oak are greater than can be supplied with any degree of promptness. Gum, cottonwood and ash are also in good request. All classes of consumers are coming into the market. This is particularly true in regard to box factories. A more encouraging feature of the market is the continued urgent demand for car oak, for quick delivery. It is believed that with the coming of the spring season this item will become quite active.

Although there is a fairly good business being done by the sash and door factories, trade is not rushing with them. A number of contracts are on hand and many more, it is believed, will be placed within the next thirty days. There is only a fair volume of out-of-town work being called for. The demand for stock goods in the South, West and Southwest, is increasing. The indications for an increase of this class of work are good for an unusual activity at the plants during the spring and early summer months.

──≺ MILWAUKEE ≻=

There seems to be only one really unfavorable factor in the hardwood lumber industry of northern Wisconsin, and that is the dire shortage of railroad cars. This situation affects not only the problem of getting logs from the woods to the mills, but of getting the lumber from the mills to the yards and industries. For more than three months the traffic situation has been growing worse until at this time it has reached the most acute stage known in the history of the northern hardwood industry. Mills have been obliged to curtail production at a time when the demand is the heaviest in years, because the railroads are not able to take care of their requirements for logs until such a time as the waterways are open and the drives can be sent away from the camps to provide sawing stocks for the season's run.

Buyers probably are in a worse position than for several years because their stocks are very low or exhausted and the mills are able to ship only a small portion of their lumber. Mill yards are full of lumber, but there is no way of amelorating this condition until the carriers are able to supply more rolling stock. From every part of the hardwood country come reports that the cut in the woods during the last three months is the heaviest since at least 1908, and will exceed that of every season since then by from 50 to 100 per cent. Huge quantities of logs are decked at railroad lines and the streams, awaiting an outlet. The mills are prepared for the largest runs they ever have known. As March 1 approaches, the carriers are promising some relief, and if they are able to make good on these promises, conditions in the northern hardwood market doubtless will be the best they have ever been.

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3 cars 4, 413 to 17" Cottonwood Box Boards

2 cars 4/4 No. 1 C. & B. Plain Red Oak

1 car 5 4 No. 1 C. & B. Plain Red Oak

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Shipment of a number of cars soon as ready. Balance between Sept. 1, 1917, and June 1, 1918. K. & C. MFG. COMPANY, Henniker, N. H.

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LUMBER

No. 1 C., white, 4 4", good wdths., 50% 14 and 16', 2 yrs. dry; NO. 1 C., black, 4/4", good wdths., 50% 14 & 16'. 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
FAS 10/4, 12/4 and 16/4", ran. wdth, and 1gth., 6 mos. dry. BAKER-MATTHEWS LBR. CO., Chicago, Ill.
NO. 2 C., 4/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
FAS 3/8", 1/2 & 5/8"; LOG RUN, black, 4/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

NO. 2 C., 4/4", reg. wdth. and lgth. LAMB-FISH LUMBER CO., Charleston, Miss.

FAS 6/4" to 12/4" reg. wdth., 8 to 16', 4 mos.
dry. NO. 1 C. 5/4" to 16/4" reg. wdth. and lgth., 4 mos. dry; NO. 2 C. 4/4", reg. wdth. and length, 4 mos. dry. LIBERTY HARDWOOD LUMBER CO., Eig Creek, Texas.

FAS 4/4", 12" & up, reg. lgth., dry; NO. 1 C. 8/4", reg. wdth. and lgth., dry.
NICKEY EROS., INC., Memphis. Tenn.

ALL grades, all thicknesses, reg. wdth. and lgth., band sawn, 3 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

BASSWOOD

NO. 2 & BTR., 5/4 & 6-4", ran. wdth. and lgth. R. HANSON & SONS, Grayling, Mich. NO. 1 C. 5/4 & 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis. COM. & BTR., mostly common, 5/4". G. W. JONES LBR. CO., Chicago, Ill.

BEECH

NO. 2 C, & BTR, & NO. 3 C, 6/4", reg, wdth. and lgth., 2 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.
NO. 1 C, 4/4 & 5/4", 1 yr. dry. G, ELIAS & BRO., INC., Buffalo, N. Y.
NO. 2 & BTR. 5/4", ran. width. and lgth.
R. HANSON & SON, Grayling, Mich.,
NO. 1 & BTR. 4/4", av. wdth. & lgth., 10 mos. dry. RICE LAKE LUMBER CO., Rice Lake, Wis.
LOG RUN 6/4" SOUTHERN DINE LUMBER CO.

G RUN 6/4". SOUTHERN PINE LUM-CO., Texarkana, Tex.

BIRCH

BIRCH

NO. 3 C. 4/4", reg. wdth. and lgth., 1 mo. dry;
NO. 3 C. 4/4", reg. wdth. and lgth., 5 mos. dry.
EAST JORDAN LER. CO., East Jordan, Mich.
NO. 2 & BTR. 4/4", ran. wdth. and lgth. R.
R. HANSON & SONS, Grayling, Mich.
FAS, 4/4" dry; sel. red; NO. 1 C. 4/4" dry;
NO. 3 C. 5/4" dry. G. W. JONES LUMBER
CO., Chicago, Ill.
NO. 2 C., 4/4", reg. wdth., 50% 14' & 16', 1
yr. dry. LITTLE RIVER LUMBER CO.,
Townsend, Tenn.
NO. 3 C. 5/4 & 6/4"; MASON-DONALDSON
LBR. CO., Rhinelander, Wis.
NO. 1 & BTR. red 4/4" to 8/4", 5" & up. 8'
& longer, 10 mos. dry; NO. 1 & BTR. unsel.,
4/4" to 8/4", av. wdth. and lgth., 10 mos. dry;
1 & 2 FACE, 4/4", 5" wide, 6' & longer, 10
mos. dry; 1 & 2 FACE 4/4", 4" wide, 6' & 8',
10 mos. dry; NO. 2 & 3 C. 4/4", ran. wdth. and
lgth., 1 yr. dry. RICE LAKE LUMBER CO.,
Rice Lake, Wis.

CHERRY

COM. & BTR. 4/4". HOFFMAN BROS. COM-PANY, Fort Wayne, Ind.

CHESTNUT

NO. 1 C. 4/4 to 8/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COTTONWOOD

FAS 4/4", reg. wdth. & lgth., 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.

CYPRESS

NO. 1 SHOP, 8/4", ran. wdth. and lgth., 6 nos. dry. BAKER-MATTHEWS LUMBER mos. dry. CO., Chicago, Ill. ELM SOFT

LOG RUN, 4/4" & 6.4" ran wdth, and lgth., 1 yr. dry. BAKER-MATTHEWS LBR. CO., Chicago, Ill. NO. 2 C., 4/4", reg. wdth, and lgth. LAMB-FISH LUMBER CO., Charleston, Miss. NO. 1 & BTR. 6/4", NO. 2 C. 4/4". No. 3 C. 4/4 & 6/4". MASON-DONALDSON LBR. CO., Rhinelander Wis

ander, Wis.

3 & BTR. 4/4", av. wdth. and lgth., 10
lry. RICE LAKE LUMBER CO., Rice Rhinelander

mos, dry. Lake, Wis.

LOG RUN 4/4 & 5/4". SOUTHERN PINE BR. CO., Texarkana, Tex.

ELM—ROCK

LOG RUN, 8/4", reg. wdth. and lgth., 3 mos. ry. SOUTH TEXAS LUMBER CO., Houston, Tex.

GUM-SAP

FAS 4/4", 13" & wider, dry. NO. 1 C. 4 4", 12" wider, dry. G. W. JONES LBR. CO., Chicago,

III.

NO. 3 C. 5/4", reg. wdth. and lgth. LAMB-FISH LBR. CO., Charleston, Miss.

PANEL 5/8", 18" & up, reg. lgth., dry. NICK-EY BROS., INC., Memphis, Tenn.

NO. 1 & BTR. 12/4". SOUTHERN PINE LBR. CO., Texarkana, Tex.

NO. 1 C, 5/4"; reg. wdth. & lgth., 10 mos. dry. LIBERTY HARDWOOD LUMBER CO.,

dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas. NO. 2 C., 4/4", reg. wdth. and lgth., 4 mos. dry, band sawn. SOUTH TEXAS LUMBER CO., Houston. Texas.

GUM—PLAIN RED

NO. 1 C. 5/4", dry. G. W. JONES LBR., CO., Chicago. Ill. FAS, 3/8", 1/2" & 3/4", reg. wdth. and lgth.; NO. 1 C., 3/8", 1/2" & 4/4", reg. wdth. and lgth.; LAMB-FISH LUMBER CO., Charleston, Miss. NO. 1 C. 6/4", reg. wdth. and lgth., 2½ mos. dry. PHILIP A. RYAN LBR. CO., Lufkin, Tayas

GUM-**-OUARTERED RED**

COM. & BTR., 4/4", ran. wdth. and 1gth. to 12 mos. dry, sliced boards highly figured dry, sliced boards me. E VENEER MILLS, 8 to 12 mos. LOUISVILLE

FAS, FIG, 4/4", reg. wdth. and lgth., 12 mos. dry; NO. 1 C, 4/4", reg. wdth. and lgth., 11 mos. dry. STIMSON VEN. & LER. CO., Memphis, Tenn.

GUM—BLACK

FAS & NO. 1 C. 4/4". SOUTHERN PINE LBR. CO., Texarkana, Texas.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, all 1/2 to 16/4", plain and figured, Mexican and African, HUDDLESTON-MARSH MAHOGANY COMPANY, Chicago, Ill.

MAPLE—HARD

NO. 1 C. 4/4", good wdth., 50% 14' & 16', 2 rs. dry. ATLANTIC LUMBER CO., Buffalo, I. Y.

NO. 1 C. 4/4 to 16/4", 4" & wdr., 18 mos. dry, BLAKESLEE, PERRIN & DARLING, Buffalo, N. V.

BLAKESLEE, PERRIN & DARBING, January, N. Y.

NO. 1 C. & BTR. 60% Fas, 4/4", 7 & 8", reg. lgth., 9 mos. dry; NO. 1 C. & BTR., 80% Fas, 4/4", 9" & up, reg. lgth., 9 mos. dry; NO. 2 C & BTR., 75% Fas, 8/4", reg. wdth. and lgth., 2 mos. dry. EAST JORDAN LBR. CO., East Jordan. Mich.

NO. 3 C. 8/4", ran. wdth. and lgth. R. HANSON & SONS. Grayling, Mich.

NO. 3 C. 4/4 & 8/4", dry. G. W. JONES LBR. CO., Chicago. III.

MAPLE—SOFT

MAPLE—SOFT

COM. & BTR. 12/4", ran. wdth. and lgth., 8 mos. dry; LOG RUN 4/4", ran. wdth. and lgth., 8 mos. dry. BAKER MATTHEWS LBR. CO., Chicago, Ill.

OAK-PLAIN RED

FAS 4/4 & 6/4", good wdths., 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo,

N.Y.

FAS 4/4", ran. wdth. and lgth., 1 yr. dry;

FAS 8/4", ran. wdth. and lgth., 10 mos. dry;

NO. 1 C. 4/4 & 5/4", ran. wdth. and lgth., 1

yr. dry. BAKER-MATTHEWS LBR. CO.,

Chicago, Ill.

BRIDGE PLANK, 8/4", 6" and wider, 12'

long. BLISS-COOK OAK COMPANY, Bliss
ville. Ark

BRIDGE PLANK, \$/4", 6" and wider, 12' long. BLISS-COOK OAK COMPANY, Bliss-ville, Ark.

NO. 1 C. 5'4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
FAS 5/8 & 4/4", FAS 5/4", 12" & up. HOFF-MAN BROS. COMPANY, Fort Wayne, Ind.
NO. 1 C. 4/4", reg. wdth, and lgth.; NO. 2
C. 4/4 & 5/4", reg. wdth, and lgth. LAMB-FISH LBR. CO., Charleston, Miss.
FAS 4/4", reg. wdth. & lgth., 5 mos. dry;
NO. 1 C., 4/4", 25% 10" & up. 65% 14 to 16', 5 mos. dry; NO. 2 C. 4/4", reg. wdth, 50% 14' to 16', 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Texas.
FAS 5/8 & 3/4", reg. wdth, and lgth., dry.
NICKEY BROS., INC., Memphis, Tenn.
FAS 4/4", reg. wdth, and lgth., 4 mos. dry;
FAS 5/4", reg. wdth, and lgth., 3½ mos. dry;
FAS 5/4", reg. wdth, and lgth., 3½ mos. dry;
NO. 1 C. 5'4", reg. wdth. and lgth., 2 mos. dry. PHILIP A. RYAN LBR. CO., Lufkin, Texas.

NO. 1 & 2 C., 4/4", reg. wdth. and lgth., 10 os. dry. SOUTH TEXAS LUMBER CO.,

NO. 1 & 2 C., 4/4", reg. wdth. and igth., 10 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

FAS, 4/4 reg. wdth. and lgth., 1 yr. dry; FAS, 3/4", reg. wdth. and lgth., 11 mos. dry. STIMSON VENEER & LBR. CO., Members Texas

phis, Tenn.

FAS & NO. 1 C. 5 4", bone dry, soft texture, W. R. WILLETT LUMBER CO., Louisville,

OAK—QUARTERED RED

NO. 1 C. 5/8", reg. wdth. and lgth., dry: FAS 3/4", reg. wdth. and lgth., dry. NICKEY BROS., INC., Memphis. Tenn.
FAS & NO. 1 C. 4/4", reg. wdth. and lgth., 10 mcs. dry. STIMSON VENEER & LBR. CO., dry. S. Memphis,

OAK—PLAIN WHITE

FAS 4/4 & 5/4", good wdths., 50% 14 & 16', yrs. dry. ATLANTIC LUMBER CO., Buf-

2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
FAS 4/4", ran. wdth. and lgth., 1 yr. dry;
FAS 8/4", ran. wdth. and lgth., 10 mos. dry,
BAKER-MATTHEWS LBR. CO., Chicago, III,
NO. 1 C., 8/4 & 12/4", 4" & wdr., 2 yrs. dry.
BLAKESLEE, PERRIN & DARLING, Buffalo,
N. Y.

FAS, 4/4". BLISS-COOK OAK CO., Bliss-

FAS, 4/4". BLISS-COOR CALL
ville, Ark.
NO. 1 C. & NO. 2 C., 4/4", reg. wdth. and
lgth., dry. H. G. BOHLSSEN MFG. CO., New
Caney, Tex.
NO. 1 C. 4/4 to 16/4", 1 yr. dry. G. ELIAS
& BRO., INC., Buffalo, N. Y.
FAS & NO. 1 C. 4/4", dry; NO. 1 C. & BTR.,
3/4", dry. G. W. JONES LBR. CO., Chicago,
III

FAS & NO. 1 C. 4/4", dry; NO. 1 C. & BTR., 3/4", dry. G. W. JONES LBR. CO., Chicago, III.

FAS 3/8, 5/8 & 4/4", reg. wdth. and lgth.; NO. 1 C. 1/2 & 4/4", reg. wdth. and lgth.; NO. 2 C. 4/4", reg. wdth. and lgth.; SOUND WORMY 4/4", reg. wdth. and lgth. LAMB-FISH LBR. CO., Charleston, Miss.

NO. 1 C. 5/8", reg. wdth. and lgth., dry. NICKEY BROS., INC., Memphis, Tenn.
FAS 4/4", reg. wdth. and lgth., 3 mos. dry; NO. 1 C. 5/4 & 8/4", reg. wdth. and lgth., 3 mos. dry; NO. 1 C. 6/4", reg. wdth. and lgth., 5 mos. dry; NO. 1 C. 6 4", reg. wdth. and lgth., 2 mos. dry. PHILIP A. RYAN LBR. CO., Lufkin, Texas.
FAS & NO. 1 C. 4/4". SOUTHERN PINE LBR. CO., Texarkana, Texas.
FAS, 4/4", reg. wdth. and lgth., band sawn, 8 mos. dry; NO. 1 C & NO. 2 C., 4/4", reg. wdth. and lgth., band sawn, 14 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.
FAS, 4/4" reg. wdth. and lgth., 11 mos. dry:

FAS, 4/4", reg. wdth. and lgth., 11 mos. dry; NO. 1 C., 4/4", reg. wdth. and lgth., 1 yr. dry. STIMSON VENEER & LBR. CO., Memphis, Tenn.

OAK—QUARTERED WHITE

FAS, 4/4". BLISS-COOK OAK COMPANY,
Blissville, Ark.
FAS, 3/8, 5/8 & 4/4"; STRIPS, 4/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
NO. 1 C. 4/4", dry. G. W. JONES LBR. CO.,
Chicago, Ill.
FAS 3/8", reg., wdth. and lgth.; FAS 1/2, 5/8,
3/4 & 4/4", 6 to 9", reg. lgth.; FAS 1/2, 5/8,
3/4 & 4/4", 6 to 9", reg. lgth.; FAS 1/2, 5/8,
3/4 & 4/4", 6 to 9", reg. lgth.; FAS 1/2, 5/8,
0" wide. reg. lgth.; FAS 5/4", 12" & up; NO.
1 C. 3/8, 5/8, 3/4 & 4/4", reg. wdth. and lgth.; NO. 2 C. 4/4", reg. wdth. and lgth.; CLEAR STRIPS 4/4, 2½-5½", reg. lgth.
LAMB-FISH LBR. CO., Charleston, Miss.
FAS, 3/8, 1/2, 5/8, 3/4, 4/4, 5/4 & 6/4", reg.
wdth. and lgth., dry; COM. & BTR., 1/4 &
3/8", reg. wdth., dry; NO. 1 C. 5/8, 4/4 & 5/4",
reg. wdth. and lgth., dry; NO. 2 C. 1/2", reg.
wdth. and lgth., dry; NO. 2 C. 1/2", reg.
wdth. and lgth.; SELECT 4/4", reg. wdth. and
lgth., dry; CLEAR STRIPS 4/4", 2½-3½", 44½", and 5-5½", reg. lgth., dry; NO. 1 C.
STRIPS 4/4", 1½/2" and 4/5½", reg. lgth., dry;
NICKEY BROS., INC., Memphis, Tenn.
FAS 5/4 & 8/4", reg. wdth. and lgth., 4 mos.
dry. PHILIP A. RYAN LBR. CO., Lufkin,
Texas.
NO. 1 & 2 C. 4/4". SOUTHERN PINE LBR.

Texas.

NO. 1 & 2 C. 4/4". SOUTHERN PINE LBR.
CO., Texarkana, Tex,
FAS, 1/2 & 3/4", reg. wdth. and lgth., 1 yr.
dry; FAS, 4/4", reg. wdth. and lgth., 10 mos.
dry; NO. 1 C., 4/4", reg. wdth. and lgth. 11
mos. dry; NO. 1 C. 3/8 & 1/2", reg. wdth. and
lgth., 10 mos. dry. STIMSON VENEER &
LBR. CO., Memphis. Tenn.
FAS 4/4". bone dry; NO. 1 C. 4/4" 10" & up.
bone dry; CLEAR STRIPS 4/4". 2½-5½". W.
R. WILLETT LBR. CO., Louisville, Ky.

OAK-MISCELLANEOUS

BRIDGE PLANK, mixed, 8/4". G. W. ONES LBR. CO., Chicago, Ill.
TIMBERS, square edge and sound, band

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

HARDWOODS FOR SALE

sawn, ends carefully trimmed and painted to prevent season checking. SOUTHERN PINE LUMBER CO., Texarkana, Tex. P. NO. 3 C. 4/4". W. R. WILLETT LBR. CO., NO. 3 C. 4/4' Louisville, Ky.

NO. 1 CULLS WHITE, 8/4", ran, wdth, and lgth.; NO. 4 C. white, 8/4", ran, wdth, and lgth.; LOG RUN, white, 4/4", ran, wdth, and lgth.; MERCH, NORWAY, 8 1", rot., wdth, and lgth. R. HANSON & SONS, Grayling, Wilele Williams

POPLAR

NO. 1 C, 16/4". 18 mos. dry. G. ELIAS & BRO., INC.. Buffalo, N. Y. COM. & BTR., 4/4". HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind. FAS, 4/4" & 6/4", reg. wdth., 50% 14' & 16', kiin dried; NO. 1 & PANEL, 4/4". 18 to 23", 50% 14' & 16', 6 mos. dry. LITTLE RIVER LUMBER CO., Townsend, Tenn. COM. & BTR., 5/8" & 4/4", 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

LOUISVILLE VENEER MILLS, Louisville, Ky.
FAS 4/4", 50% 14 & 16'. 8 mos. dry; FAS 4/4", 12" & up. 50% 14 & 16'. 8 mos. dry; SAP & SEL. 4/4", 50% 14 & 16'. 8 mos. dry; SAP & SEL. 4/4", 12" & up. 50% 14 & 16', 8 mos. dry; NO. 1 C. 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C. 4/4", 50% 14 & 16', 8 mos. dry. NORMAN LUMBER CO. Louisville, Ky.
PANEL & NO. 2 C. 5/8", bone dry. W. R. WILLETT LBR. CO., Louisville, Ky.

SPRUCE

MERCH. 8/4", ran. wdth. and lgth., mostly 2x6. R. HANSON & SONS. Grayling. Mich.

TAMARACK

1x4 and 1x6", R. HANSON & MERCH. SONS,, Grayling

SYCAMORE

LOG RUN, M. C. O., 4/4", reg. wdth., 50% 14 to 16', 6 mos. dry. LIBERTY HARDWOOD LBR CO. Big Creek. Tex.
LOG RUN, 4/4", reg. wdth and lgth., band sawn, 3 mos. dry. SOUTH TEXAS LBR CO.,

WALNUT

COM. & BTR., 4/4 to 8/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind. FAS & NO. 1 C. 5/8" to 8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chiesco.

HUDDLESTON-MARSH MAHOGANY CO., Chicago, III.

COM. & BTR. 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.
NO. 1 C. 4/4". 2 yrs. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
FAS 4/4" & 8/4", 8" & up, reg. lgth.. dry; FAS 4/4", 6 to 8", reg. lgth.. dry; FAS 8/4", 6 to 7", reg. lgth., dry; NO. 1 C. 4/4. 5/4 & 6/4", reg. wdth. and lgth., dry. NICKEY BROS., INC., Memphis, Tenn.
CULL 4/4 to 8/4". SOUTHERN PINE LBR.
CO., Texarkana, Tex.
FAS, 4/4", 6 to 16" wide, 6 & 7' lgths., \$97; FAS, 4/4", 6 & 7" wide, 8 to 16' lgths., \$110;

FAS, QTD., 4/4", 8 to 16' lgths., \$120; NO. 1 C., 4/4", 6" & wider, \$52; NO. 1 C., 5/4", 6" & wider, \$59; NO. 1 C., 4/4", \$55; SPE-CIAL stock QTD., 4/4", clear of knots. 4 & 5" widths, 6' & longer, \$72; 4/4", clear sap steamed, of common dimensions, \$55. PICK-REL WALNUT COMPANY, St. Louis, Mo.

FLOORING

BIRCH NO. 1, 13/16x2½"; MAPLE, fcty., 13.16x4", 1-16x4", 1-5/16x2½"; MAPLE PRIME, 1-1/16x4" and 13/16x4". KERRY & HANSON FLG. CO., Grayling, Mich. WHITE OAK QTD., 3/8x1½" and 3/8x2", sappy clear; WHITE OAK SELECT NO. 1, 3/8x1½". 13/16x1½". RED OAK, SELECT NO. 1, 3/8x7/8", 13/16x1½". THE T. WILCE COMPANY, Chicago.

DIMENSION STOCK WALNUT

SQUARE, 2½ and 2½, 14 to 16", \$30; 2½ and ½", 19 to 20", \$40; 2½ and 2½", 22 to 24", \$50; 4 and 2½", 26 to 30", \$60; 2½ and 2½", 32 to

36", \$70. CLEAR GUNSTOCKS, 3x18x6x2½", 10 cents each; 48" length, 2" tip, tapered 6" butt (rejected government stocks, small defects) 14 cents each. PICKREL WALNUT COMPANY, each. P St. Louis,

VENEER—FACE BIRCH

SEL, RED, rty. cut, nicely fig.,1/8" thick, 10 to 42" wide, 81 to 85" long, over 80% single piece sheets, 42" wide. MEDFORD VENEER COMPANY, Medford, Wis.

GUM-RED

QTD., FIG'D., any thickness. VENEER MILLS, Louisville, Ky LOUISVILLE

MAHOGANY

PLAIN & FIGURED, 1/28 to 1/4". Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, III. ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

RED and WHITE, sawed, all thicknesses.
HOFFMAN, BROTHERS CO., Fort Wayne,

Ind.
ANY thickness, LOUISVILLE VENEER
MILLS, Louisville, Ky.
OAK—QUARTERED
RED & WHITE, all thicknesses, sawed.
HOFFMAN BROS. COMPANY, Fort Wayne,

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SL. & RTRY, CUT, HUDDLESTON-ARSH MAHOGANY CO., Chroago, Ill. ANYTHING in walnut, veneers, pl. & fig., rty. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

BASSWOOD

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

BIRCH

ANY thickness, up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford. Wis.

ELM

ANY thickness, up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville. Ky.

MAPLE

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS & TOPS

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOG-ANY CO., Chicago, III.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky. MAHOGANY

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky. STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO.. Chicago, Ill.
WALNUT

LOUISVILLE VENEER ANY thickness. LO MILLS, Louisville, Ky.

It Tells Just What the Consumers Use

NY hardwood or veneer man considers his personal knowledge of the requirements of his own trade his greatest asset.

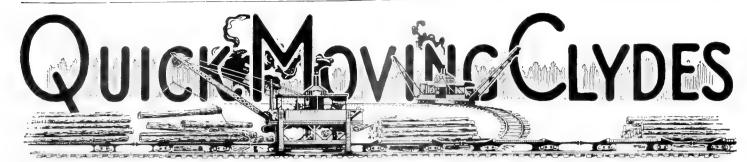
But he realizes that if that knowledge is confined to a limited number of concerns his sales will be the same year after year. Hence to grow he must acquire more knowledge regarding other possible customers.

Do you as a seller of hardwoods or veneers think it is good business to invest years of your time and quantities of your money to gather that knowledge when you can get logically collated first-hand and absolutely live and authentic information on thousands of such consumers and can have the use of it immediately after application?

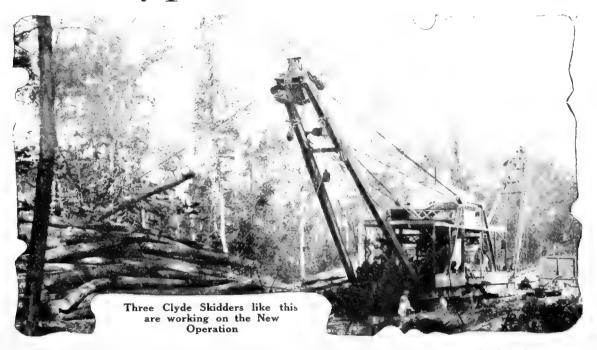
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HARDWOOD RECORD,

CHICAGO, ILL.



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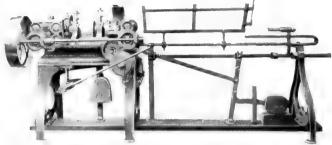
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 ...
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 5/4 No. 3
 ...
 4 mos. dry

 3/4 No. 3
 ...
 8 mos. dry

 5/8 No. 3
 ...
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Our attention has been focused on the proper manufacture of this lumber, its careful grading and on being able to assure full thicknesses.

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Semi-Monthly Twenty-Second Year

CHICAGO, MARCH 10, 1917

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We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

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1x5	1x 9
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1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

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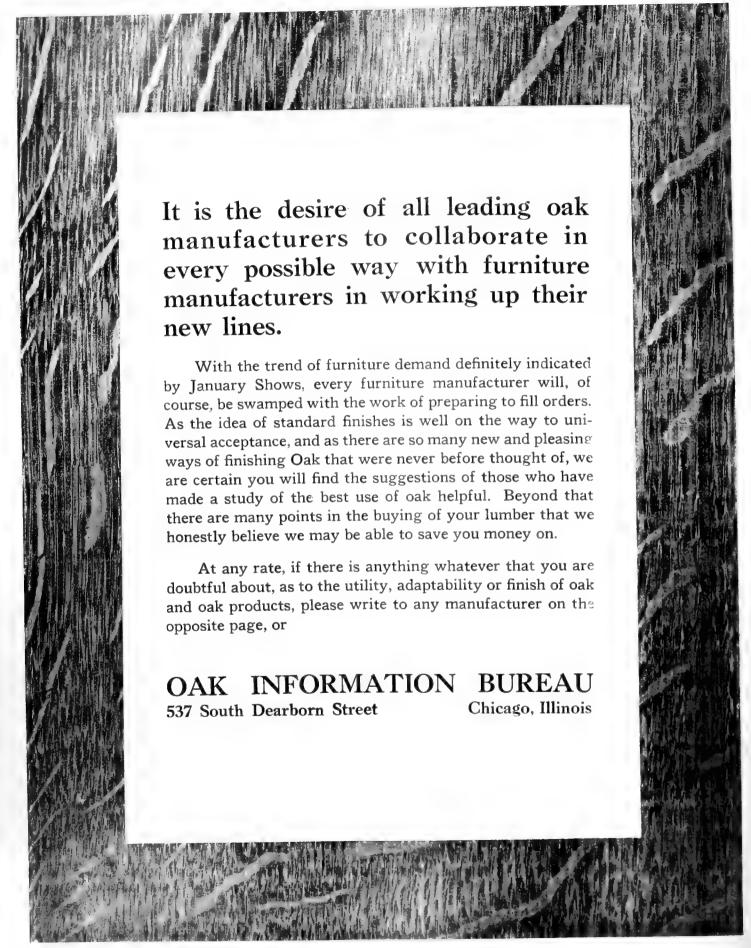
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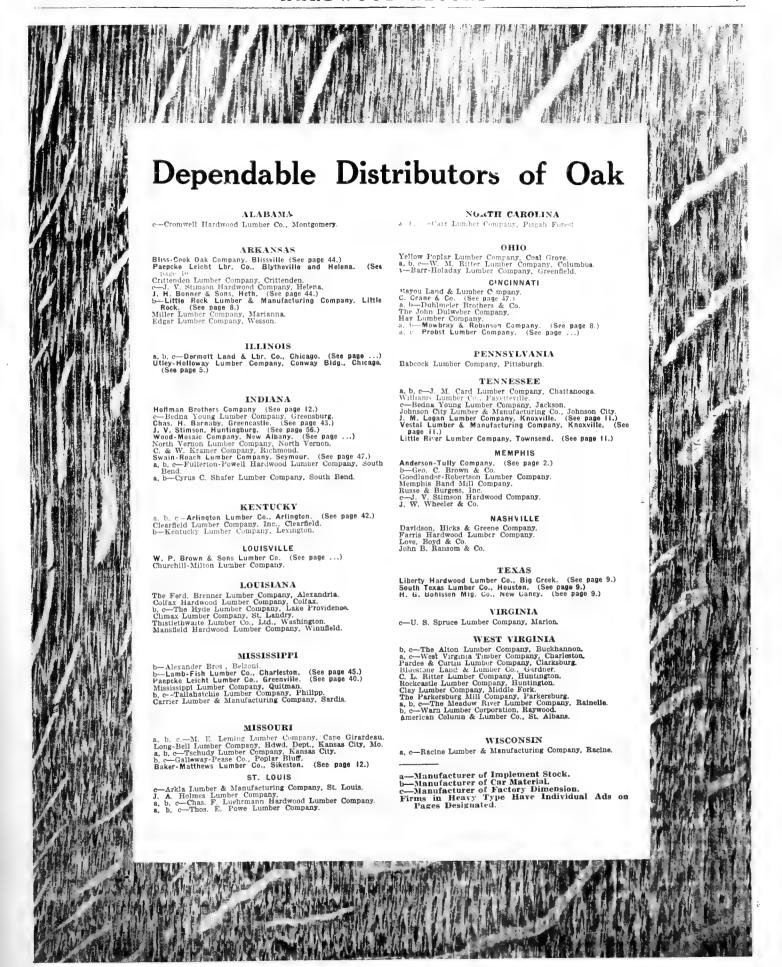
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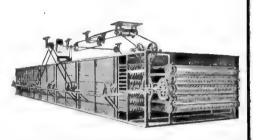


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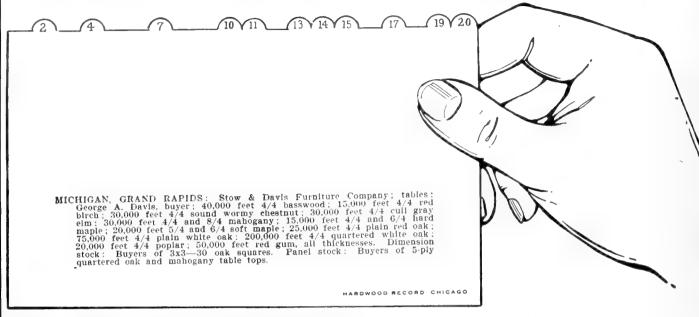
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(Mill	at Onalaska, Te	exas) .
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See Lists of Stock on Pages 50-51

Texas mills also manufacture Red Gum, Ash, Elm, Cottonwood, Magnolia, Hickory, Cypress, Tupelo

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Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturers consumers throughout the United States and Canada.

ILLINOIS

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Illustration of Oak Cabinet in which this Information Service is filed.

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1	Ash	12	Hickory
2	Rasswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11 1	Gum	20	Veneers and panel stock

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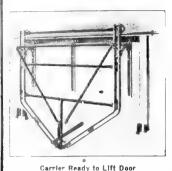
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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President Edwin W. Meeker, Managing Editor Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building 537 So. Dearborn Street, CHICAGO Telephones: Harrison 8086-8087-8088



Vol. XLII

CHICAGO, MARCH 10, 1917

No. 10



Review and Outlook



General Market Conditions

MBARGOES-the word has become a veritable red flag before E MBARGOES—the word has become a their co-agitator, the eyes of the hardwood man. Embargoes and their co-agitator, car shortage, are heaping worries upon the trade in almost unbearable quantities. Tales come daily from the big mills of forced shut-downs -"Yard room is completely occupied—we can't pile any more lumber." Or, "We can't get cars enough to haul sufficient logs to keep the mill running."

From the other end-the factories-emanate complaints that have an immediate and pressing connection with the hardwood business and that originate at the same source-transportation difficulties. If the woodworker isn't crippled by inability to get coal shipped in for fuel, he is beginning to reach the limit of his warehouse capacity with sold goods which he can't ship out. Or, if his outbound freight is not giving him cause to kick, he is having all sorts of trouble in getting in raw material which he must have to keep running. So the wheel keeps revolving, cutting deeper and deeper into profits and causing ever increasing worry and disorganization. There is not another condition which as a menace to domestic business is comparable to our chaotic transportation system. It has passed the nuisance stage and reached the point where an absence of solution threatens disaster.

Two prominent furniture retailers talking a few days ago reached the conclusion after several hours of analysis, that some firms are going to be hit and hit hard, and in the near future. They referred. of course, to fellow retailers, and had in mind the continued inability to get goods through from the factory. Naturally if goods cannot be bought they cannot be sold, and if the retailer cannot stock up on what he needs it simply means that the manufacturer is unable to ship. This inability is primarily due to the impossibility of getting shipping facilities.

So the slackening up of new orders for hardwood lumber, which has been noted rather extensively in the past couple of weeks, is traceable directly to the fact that the factory man is not willing to go very much further in the matter of holding other peoples' goods in his warehouses to the exclusion of the normal lines which he would carry ahead for his own purposes. This leads us back again then direct to the car situation and, combined with the inability to get hardwood lumber through from the mill to the factory, it constitutes the double peril with which present shipping conditions threaten the operator.

The belief would hardly be given general credence that in the absence of present unparalleled difficulty in shipping, the threat of foreign complications would materially retard domestic business. It has been previously suggested in this report that the country is not in the mood to give way to alarmists' agitation or to surrender to the

theory that business stagnation should follow such moves as have been made at Washington-that in its present attitude business would demand proofs of basic influences of a reactionary character before being willing to surrender any degree of its present prosperity. The evidence is increasing that that analysis of the state of mind of American business was correct. So it is doubly unfortunate that the extremity of the car shortage difficulty with the drastic character of embargoes should come at a time when no other conditions existed or were promised which should have an upsetting effect.

The summary of the situation then reveals difficulty in some places in shipping out goods manufactured from hardwood lumber, with the consequent piling up of such goods in factory warehouses, and the constant hesitancy in taking any more raw material in the face of this condition. In other cases where goods are going out in normal quantities, the great difficulty is in getting in raw materials, including hardwood lumber. But in all cases woodworkers are loaded practically to the limit with orders that would take care of immediate and future manufacture. Thus the basis is strong there and it can be said that in general the quantity of hardwood lumber on factory yards is still not up to what it should be by any means.

Then we have a promising building situation with a slightly more favorable tendency toward dwelling construction. The year started off with favorable records as to construction and permits, and this record seems to be holding up as the year progresses.

The large purchasers of materials, the railroads and other immense corporations, are continuing their activity with an even more noticeable benefit to the lumber business.

Going back to the mills, lumber has been piling up rapidly at many points, but practically all of this accumulated stock that is in shipping condition is already sold and stays on the mill yard merely because it can't be shipped. Thus with any easing up in transportation this surplus of material should move out quickly, and as its occupancy of yard room precludes the possibility of piling green lumber which normally would occupy the foundations used in storing this already sold material, there will follow immediately upon any general betterment of hardwood shipping facilities a period when there will be a paucity of dry stock.

And of greatest moment is the evidence of general advance in values on almost all hardwood items, this including a substantial improvement in oak. If hardwood lumber could continue to make this progress under such unfavorable developments, it is apparent that with genuine encouragement the hands of distributors will be very much strengthened. So while hardwood is still good property in producers' hands and will undoubtedly continue so, even under the strain of present circumstances, woodworkers should not hesitate to

cover their future needs, at least for a reasonable period ahead, and should not hesitate to do so when they are offered the opportunity at terms that appear at all favorable now.

The Cover Picture

A RBORVITAE OR NORTHERN WHITE CEDAR is often a waste land tree. It may flourish in swamps where its most congenial companion is the tamarack, or it may betake itself to stony land and the brows and faces of steep cliffs or to the talus that accumulate at the bases of precipices. It is a tree, therefore, which is able to suit itself to circumstances, but in making choice of situations it almost invariably selects the worst and keeps away from the best. However, if these trees can secure a foothold in good soil, and if they are protected there against the aggression of intolerant trees, they thrive to perfection. In view of that, it is apparent that arborvitae does not occupy poor ground because it prefers it, but because it is safer there from crowding by stronger species which cannot grow in such unfavorable situations.

The picture illustrating this issue of Hardwood Record represents an arborvitae thicket near Syracuse, N. Y. The growth is dense, as is shown by the deep shadows below and the strong contrasts where light penetrates from above. Few forests are more nearly impenetrable than one of this cedar where the soil is suitable and is well stocked. In less favorable situations, such as ledges and rocky escarpments, the growth of this cedar may be scattered and dispersed, forming only a tuft, clump, or solitary tree here and there.

The species has a wide geographical range. Its northern limit lies some hundreds of miles north of the Canadian border, and it follows the mountain ranges southward to the high country of western Carolina and eastern Tennessee; but in those mountains the trees are scattered and small, of no value for commercial purposes and of little interest to anybody. In the north country arborvitae is of great value for telephone poles and fence posts, and of somewhat less value for cross-ties. It resists decay well, but the wood is so soft that rails cut into the ties. It is of peculiar value for skiffs and light boats, because of its lightness and toughness.

It was formerly popular as paving blocks and hundreds of miles of streets in northern cities were paved with it. Round poles from five to eight inches in diameter were cross-cut to proper lengths for blocks and they were put down without crossoting, and lasted well, but this wood has nearly passed out of use as paving material, having given way to rectangular blocks of crossoted pine and fir.

Arborvitae is extensively planted for ornament in yards and parks. As a hedge it is not surpassed by any evergreen tree of this country.

British Lumber Prohibition

A MERICA WILL SUFFER LITTLE from the complete prohibition of lumber imports by Great Britain, as foreshadowed by the speech of Lloyd George in parliament, February 24. Imports of lumber are to be prohibited as a part of the policy of the British government to release ships to carry other commodities which are of greater necessity than lumber.

The announcement was received in some quarters in this country as though it were a matter of great importance to American lumber exporters. Our lumber interests will not be hit much harder than they were hit before. Our lumber trade with the British Isles was cut down to a low figure months ago, and the further restriction cannot hurt much, for the reason that our shipments to those ports are now relatively small, and their complete elimination cannot entail much more loss.

It may surprise some people to learn that during the year 1916 the island of Cuba bought half as much lumber from us as we sold to the British isles. Our lumber sales to the British did not exceed a million dollars a month. That is hardly a drop in the bucket compared with our entire lumber business, and its loss will not affect us much, one way or the other.

The British order will hit Norway and Sweden much harder than it hits the United States. The English intend to cut their own forests and make them go as far as possible. If the war goes on

another year, it will cause the practical cleanup of all the timber in England and Scotland. Never before was there such a search for resources as there is now. France is cutting its forests, also, and is helping to supply England.

Our timber may be shut from European markets at present, but when the war is over the demand will make up for all slackness during war times. In the meantime, other world markets are open to us and a good deal of former competition is gone. We ought to be able to make up in Central and South America and West Indies, and in the Orient, more than we have temporarily lost in Europe.

Injustice in New Tariffs

FROM THE STANDPOINT OF HANDLING and expense involved, and of necessity for such action, the new reconsignment charges promulgated in recently issued railroad tariffs surely do not seem to be justified, no matter what the railroads' purpose behind them may be. The concrete and final result of such new charges would be merely that the ultimate cost of lumber to the man who writes the final check will be raised in direct ratio to the amount of the charges.

While it is true that the reconsignment privilege has been abused and, in fact, that it has been detrimental in many cases to markets, it has its proper application and its proper place if taken advantage of with due regard to stable markets in the commodities thus handled. The immediately drastic effect which the institution of these new charges would have on certain branches of the lumber industry would certainly not be justified by whatever plea the railroads could make as to the necessity for the new tariffs. It would be quite impossible for them to prove that these added charges are at all necessary.

Killing Was Justified

A BAD BILL HAS BEEN KILLED IN TEXAS. The legislature did the job. It was a bill introduced into that body and intended to make unlawful the laying of any wooden roof in that state. The fact that such a measure had backing enough to get into the legislature and reach a committee before it was killed is proof that the substitute roofing interests have both gall and power in the Lone Star commonwealth. To have written into the statutes of the state a measure which at one stroke would have outlawed the material which perhaps eighty per cent of the people use for roofing, would have been a remarkable illustration of the power of the "interests." The legislature is to be commended for its alertness in discovering and knocking out so pernicious a measure before it emerged from the committee room.

The lumber associations and the Texas carpenters' unions quickly came to the front to oppose the passage of the bill and to them is due much of the credit for its defeat. Eternal vigilance is the only way to guard wood against the substitutes which seek to crowd it from places which it has held always and for which it is well fitted. It has been no uncommon thing for campaigns against wooden roofs to be carried on in cities and towns; but Texas seems to be the first state that has been attacked as a whole, including rural communities as well as cities. Had the measure gotten by, the whole state of Texas would soon have smelled like tar paper.

High Price of Cement

MANUFACTURERS OF SUBSTITUTES INTENDED TO TAKE THE PLACE OF LUMBER have been more than once accused, justly or unjustly, of spreading reports among the people to the effect that lumber is too expensive to use and that substitutes can take its place. Just now, however, it is cement and not lumber that is on the defensive. The case to the point is in West Virginia. The people of that state were liberal at last fall's elections and voted \$15,000,000 in bonds to build roads in numerous counties. The newspapers there claim that the cement people thought big sales were certain, and in order to make the most of the opportunity, raised the price of cement 16 cents a barrel, putting it to \$2.26.

It develops that the large sales were not so certain as some people supposed, for it is now proposed to postpone the road building until cement comes down within reach. Contracts have not yet been let.



Value of Weight in Wood

HU MAXWELI

Editor's Note

Few articles in general use are more subject to changes in weight than wood. A plank when dry may not be half so heavy as when green; and, after it has become light by seasoning, it may recover its former weight by absorbing moisture. There is, however, a point below which any wood's weight cannot be reduced, and there is also, a pretty definite limit beyond which it cannot be increased. The spread between the lightest and the heaviest woods is equal to six or eight times the weight of the lightest. No other property or quality of wood is so intimately associated with cost as is weight. It in some way touches the matter of money at almost every turn. It is taken in consideration more frequently than any other one property or quality pertaining to wood.

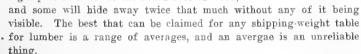
HEAVY WOOD EMPLOYED IN CARVING.

ARTICLE FIVE

The man who pays a freight bill on a shipment of lumber has the fact forcibly impressed upon his mind that wood has weight. The annual freight bill on forest products in the United States cannot be much under \$80,000,000, though nobody knows the exact amount. Freight may be paid several times on the same material, first as logs, then as rough lumber, and one or more times afterwards in the final distribution of the finished products.

Many attempts have been made to compile tables showing the shipping weights of lumber and logs, but no such tables have ever been generally accepted, and none ever will be. Such a table for lumber of particular species in one region, or for lumber of a certain state of dryness, will not do for the same or related species of another region, nor for lumber of a different degree of dryness. But the chief reason that a shipping-weight table cannot be depended upon for lumber is that the condition of seasoning must often be more or less uncertain.

The amount of water remaining in the wood cannot always be known, even approximately. Moisture may constitute half the weight of green lumber and not ten per cent of the seasoned article. That is a wide range to guess at. If a wood weighs three thousand pounds when five hundred pounds of the weight is water, it will weigh more or less as the quantity of water increases or diminishes, and this disturbing and uncertain factor must always threaten to affect tables of lumber shipping weights. Nearly any kind of lumber is capable of holding a pint of water to the board foot of wood,



Wood's Absolute Weight

American woods when reduced to oven-dryness, range in weight per cubic foot from less than ten to over eighty pounds. Yet the real weight of wood substance, with everything else excluded, is as fixed and definite as is the weight of gold or any other metal. Pure wood weighs almost exactly 100 pounds per cubic foot, and it weighs the same whether it is white pine, live oak, or any other species. To show such weight it must, however, be reduced to an absolutely solid mass, with air spaces and impurities removed, and nothing present but real wood substance. It is next to impossible to do this in practice, and pure wood is more or less theoretical outside the chemical laboratory. The condition may be approached, however, by heating wood in the presence of water under great pressure. It is, by that process, transformed into a substance resembling horn in appearance, and of greatly increased weight in proportion to volume. A thousand board feet of pure wood would weight 8,300 pounds.

Wood in its natural state is extremely porous. Some of the larger pores, as in oak, ash, chestnut and hickory, may be seen with the naked eye, but the smaller cavities are invisible except under a microscope. When thus examined, wood is discovered to be of a structure as open as honeycomb.

The lighter the wood, the more open and porous the structure. A block of white pine, for instance, is three-fourth cavities and one-fourth real wood substance. The cells and other openings are filled with air and water. In thoroughly soaked wood they are largely filled

with water, but as the wood seasons, the water passes away and its place is taken by air. It is not possible in practice to take all the water out of wood, though nearly all may be expelled by applying heat. That which occupies the large open cavities comes away most readily; from the minute openings the expulsion is slow. Some water, it is believed, is held in the almost infinitely small interstices between the ultimate crystals which, as is supposed, constitute the walls of wood cells, but which interstices are too small to be seen by the most powerful microscope. Such water, amounting possibly to one or two per cent of the weight of the wood, cannot be expelled without burning the wood. The cedar of an Egyptian mummy case which has seasoned since the days of Amenhotep, still contains a quart or two of water, held there since the tree grew on Lebanon.

REDUCING THE WEIGHT

The various processes of seasoning wood are applied for the purpose of removing the water, whereby the wood is put in condition for use.

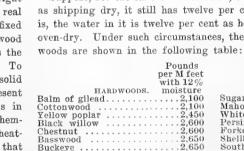
The saving of freight is not always of paramount importance, but it often is.

A thousand feet of green lumber of almost any wood may have its weight reduced a thousand pounds by expelling some of the water. When a portion, but an indefinite portion, of the water has been removed, the lumber has reached what is called "shipping weight." That is no fixed weight. It does not mean that the lumber still contains only a stipulated per cent of water.

The oven-dry weights of all the ordinary woods of this country are known. When

"oven-dry" is thus used, it means that the wood is so nearly dry that it ceases to lose weight under heat no more than sufficient to boil water. If the oven-dry weight and the shipping weight of a wood are known, the amount of water still in the wood may be ascertained by subtracting the oven-dry from the shipping weight.

Suppose, for the sake of illustration, that when lumber is spoken of as shipping dry, it still has twelve per cent of moisture in it. That is, the water in it is twelve per cent as heavy as the same wood when oven-dry. Under such circumstances, the shipping weights of certain woods are shown in the following table:



Tupelo ... Soft maple

Sycamore
Red gum
Wild cherry
Black walnut
Northern red oak

Yellow birch White ash

Beech Rock Elm Soft elm

	per M feet
	with 12%
HARDWOODS.	
Sugar maple	4,000
Mahogany	
White oak	
Persimmon	4,600
Forked leaf white oak.	
Shellbark bickory	
Southern red oak	5,250
SOFTWOODS.	
Arborvitae	1,850
White pine	
Redwood	
Hemlock	2,450
Cypress	2,550
Black spruces	
Western yellow pine	
Southern red cedar	
Douglas fir	
Western larch	
Longleaf pine	3,950

UTILIZATION INFLUENCED BY WEIGHT

3.000

3,400 3,750 3,800

3.800

Wood is employed for many purposes where weight is not directly considered. That is generally true of lumber and timber for structural uses. It is not customary to select a wood for fences, walls, or roofs

Pounds

because it happens to have a certain weight. However, the early builders of Philadelphia were criticized by a foreign traveler 170 years ago because they neglected to think of that matter. He said that they built their house walls barely strong enough to sustain the white cedar roofs which were universally used there at that time. That wood is very light, and the traveler predicted that if it ever became necessary to re-roof their houses with heavier material the walls would collapse.

A few very heavy and a few very light woods meet peculiar demands. Some of the planters of South Carolina before the revolutionary war made wooden hats of tupelo root for their slaves, because it was the lightest wood obtainable; and swamp shoes, on the pattern of snow shoes, were made of the same wood, to facilitate the slave's movements on boggy land.

Practically all calls for cork are due to its lightness, though that is not its only valuable quality. Cork is the bark of an oak of Southern



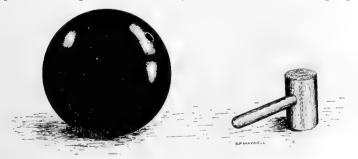
WEIGHT IS NOT WANTED.

The cork hat protects the head from heat in hot lands and cork pen holder protects the fingers against cramp.

Europe and Northern Africa, but it has been planted in California. It weighs fifteen pounds per cubic foot, which is five pounds more than rootwood of leitneria, a tree found in the swamps of southeastern Missouri. The roots of this Missouri tree, likewise those of cotton gum or tupelo, are made into floats for fish seines and trotlines. The same material is substituted for cork in life preservers, but it is not generally rated the equal of cork.

The makers of artificial limbs want a very light wood, and white or English willow is first choice. This tree has been introduced in the United States from Europe and has run wild here and now supplies most of the wooden limbs needed in this country, and the surplus has recently been exported in large quantities to Europe. Though such limbs are known as "cork," there is no cork about them. There are lighter woods than willow, but it is preferred because it combines toughness, strength and lightness more perfectly than any other known wood.

The canoe manufacturer carefully studies and tests woods for paddles. Strength must be sufficient, and there must be life and spring



WHERE WEIGHT IS WANTED.

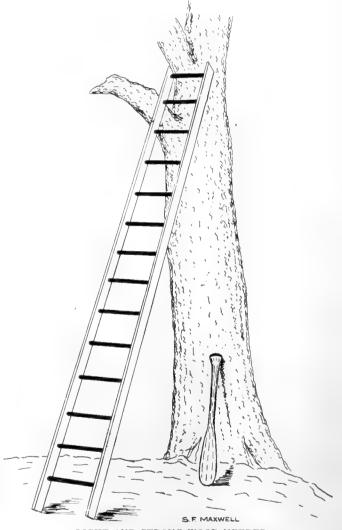
A bowling ball nine inches in diameter, made of lignum-vitæ, and a printer's mallet of the same kind of wood.

in the thin blade that cuts the water, but along with the other qualities there must be also a lightness, and every superfluous pennyweight must be eliminated. Spruce fills the place, whether it is the red spruce of West Virginia, white spruce of Canada, or the tideland spruce of Washington and British Columbia.

Long ladders, the kinds used by carpenters, house painters, and tree pruners, must be carried on men's shoulders from job to job and from place to place. Not an extra pound is wanted, but the wood must be proof against breakage, for the snapping of a ladder rail might bring serious consequences. The same spruce that serve so well as paddles, is the ladder maker's choice.

The manufacturers of trade wagons, such as bakers, butchers, milkmen and grocers use, study the matter of weight in fitting the vehicles with super-structures containing the necessary compartments, shelves, boxes, and drawers. Woods with strength, yet light as can be had, are used there, because superfluous pounds are not hauled with good grace.

The most extensive demand for light woods comes from makers of shipping boxes and crates. The annual call takes 4,500,000,000 feet, the most of which is wood of moderate weight. The box lumber for one year's supply weighs about 6,000,000 tons, and it is safe to estimate that two-thirds of this takes at least one railroad journey as rough lumber or shooks, and nearly all of it takes one or more journeys as finished and filled boxes. Freight must be paid on every movement, and every pound costs money. The total annual carrying charge on all box



LIGHT AND STRONG WOOD NEEDED.

Boat paddles and the sides for long ladders are made of spruce to avoid unnecessary weight in articles to be handled often.

lumber and boxes in the United States, cannot be much below \$10,000,000. The advantage of using light wood is apparent.

WHERE WEIGHT IS WANTED

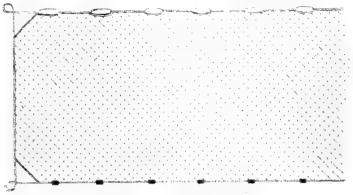
For a limited number of commodities, heavy woods are wanted. Chairs of a medium grade may be made of heavy, cheap wood like beech, stained in imitation of some costly wood, and the unusual weight is used as an argument in palming them off on the customer as some rich foreign wood.

Bowling balls serve as an illustration of the demand for woods of

excessive weight. The weight must be sefficient in the rolling ball to send the pins flying. The best wood balls are of lignum-vitae and ebony. They must be as nearly perfect spheres as it is possible to make them.

Mallets of heavy woods are popular, because the force of the blow bears a ratio to the weight of the tool; and the heavier the material the smaller the mallet may be. Printers prefer mallets of lignum-vitae because they not only have the necessary weight for the stroke, but they stand a long period of pounding the plane and the shooting stick.

Canes and umbrella handles of excessively heavy woods are popular with certain people, chiefly because unusual weight in wood is often associated with imported stuff of rare value. To a large degree this



AMERICA'S LIGHTEST WOOD.

Floats made of leitneria roots to assist ashermen in hauling their seines at the proper angle to scoop up and retain the fish.

idea is based on a misunderstanding, but while the idea prevails it will influence the market for canes and umbrellas. The heaviest woods are not necessarily the most valuable. Okume mahogany, for instance, weighs no more than the white pine. In selecting woods for canes and umbrella handles, perhaps as many are chosen because of extreme lightness as for unusual heaviness; and the range of choice is very great.

Heavy woods are usually chosen for ornamental carvings like statuettes, busts, and such articles as are intended to stand out alone. Here again the idea prevails that weight means value.

Dumb-bells and Indian clubs in gymnasiums are usually made of heavy woods so that the desired weight may be had without excessive size.

The manufacturers of broom handles seek heavy woods for business reasons. They usually sell the handles by the ton. Beech is cheap and weighty and therefore popular with the makers of broom handles, but the final user might be better pleased with a lighter handle.

WEIGHTS OF CERTAIN WOODS

The following list of thirty woods, with oven-dry weight of each per cubic foot, includes the lightest and heaviest in the United States, and also a number of the species in common use. Oven-dry weight is below any dry-kiln weight and is obtained only in the laboratory where small samples are submitted to a moderately high degree of heat until they cease to lose weight.

	Pounds		Pounds
	per cu. ft.,	_	per cu. ft.,
Wood	oven dry	Wood	
Leitnerla (root wood).	10	Tupelo	32
Spanish bayonet	17	Sycamore	35
California bigtree	18	Red gum	37
Arbor vitae		White ash	41
Balm of gilead		White elm	41
Cottonwood	24	Northern red oak	
White pine		Beech	
Hemlock		Longleaf pine	44
Yellow poplar		Mahogany	45
Basswood	28	White oak	
Chestnut		Sweet birch	
Black willow	28	Shell bark hickory	
Cypress	28	Lignum vitae	71
Western yellow pine	29	Mangrove	
Southern red cedar		Black ironwood	81

Perhaps some people really are unfortunate, but most people just think they are.

The Woodless Kingdom

A new candidate is in the field. It is the kingdom of Arabia, and it has made application to the United States and various other governments for recognition as one of the family of nations. The people took advantage of the European war to declare their independence of Turkey, of which Arabia was formerly a part. Two or three battles sufficed to whip all the Turks in Arabia, and since no more could be sent, the people speedily achieved their independence and selected a king. For the present, their government seems to be well established, and they want regular recognition.

This is an interesting event and a notable one in history. In some respects the Arabs are and have long been the poorest people in the world. Most of the country is desert, and much of it cannot support human life. It is destitute of timber. A few scrub trees in ravines, and palm trees where water can be had, con-titutes the country's forests. Throughout the whole area of a million square miles there is not as much timber as may be found on a square mile of our Pacific coast. In all our plans of sending agents across the sea to study markets for lumber, nobody has ever mentioned Arabia. Yet, there is a population of not less than six million people who are prospective purchasers of lumber. It is true that prospects are rather slim at this time, lut the opening is there. Not much wood is required in building a tent or in making a camel saddle; but the Arabs are now looking for better things; they want to take their place among the nations, and it is probable that they are willing to be shown better ways of living. Their ability to buy is not large, but it may increase.

Arabia is an interesting country, chiefly because so little is known about it. Its history fades away in the past, and nobody knows the beginning. Scholars think the Arabs are closely akin to the Egyptian pyramid builders; but whether the Egyptians originated in Arabia or the Arabs in Egypt, no man knows. The ancient Arabs were the greatest scholars of their time. It is believed that the author of the book of Job in the Bible was an Arab, and drew upon the store of wisdom in ancient Arabia. His knowledge of natural history, geology, astronomy and philosophy was astonishing at that time; besides, he gave the world a poem, surpassing any other theological poem ever penned-not excepting "Paradise Lost." The ancient Arabs were a nation of poets and mathematicians. They gave us the figures used in writing numbers. Their figures were far superior to those invented by the Romans. They gave the world the science of algebra. They were profound philosophers. When the Dark Ages covered the rest of the world, the Arabs were translating the books of the Greeks and writing commentaries on the works of Aristotle.

It is believed by Renan that the Hebrew race came out of Arabia, and reached Palestine by passing through Mesopotamia. The influence which that race has exercised on the progress of the world has been enormous. Arabia produced Mohammed, who gave half the world the religion which it professes.

This is the people who now want to take their place in the family of nations. Why not? During thousands of years they have maintained their existence under difficulties which would have destroyed nearly any other people. Their early attempts to organize governments were defeated by armies of invasion, either from Asia or Africa. Their country had not sufficient resources to finance wars, which doubtless accounts for their failures to maintain governments. But they may be able to do so now. They produce the best coffee, the best dates, and the finest horses in the world, and if given a chance to develop, free from the Turkish incubus, it may be found that their mineral resources constitute enormous wealth. The ancient Egyptians dug copper in Arabia, and probably the gold mines of Ophir were in that almost-forgotten land; and if modern miners are permitted to explore the country they may dig up something valuable that will make the Arabs able to pay for such commodities as they may wish to import.

A campaign of education among the jobbing planing mills of the country with a view to having them use more short lengths in their work should prove beneficial to the planing millmen and should help enlarge the market in this field for the shorter stock where it is now in poor favor.



The Conditions of Lumber By JAMES E. IMRII



Editor's Note

This article deals with methods of measuring or testing conditions in seasoned lumber, its moisture distribution, shrinkage and casehardening, and was prepared in the Forest Products Laboratory at Madison, Wis. It furnishes a number of practical hints for those who want to examine lumber a little further than can be done by the eve alone.

In general, lumber should be seasoned with a definite use in view. Frequently neglect of this simple practice is responsible for such trouble as furniture and interior trim shrinking and checking, or wood swelling out of shape when placed in a building. It is estimated that the annual consumption of wood (excluding fuel and fencing) in the United States, is approximately 52,000,000,000 feet board measure If this tremendous supply of wood is to be marketed to the best advantage it should not only have certain properties for certain purposes but should also be furnished in best condition for the purpose.

So many questions concerning the conditions in lumber have been submitted to the Forest Service, that it occurred to the writer to suggest several simple methods of testing and measuring the conditions in wood in order that manufacturers and users of lumber might determine these conditions to their own satisfaction. This information may be obtained easily if the proper tests are applied. The purpose of this article is to explain how to make these tests in order that the moisture content, moisture distribution, shrinkage and casehardening in lumber may be measured.

MOISTURE CONTENT

The amount of water in lumber probably affects its adaptability for a given use more than any other condition. Moisture content is the determining factor affecting the use of lumber for articles to be exposed to artificial heat, such as furniture and interior trim. This likewise is true of all material to be subjected to natural heat, for example,

structural timbers and all exterior work. The degree of dryness is especially important for a vast number of special uses where strength, hardness, shock-resisting ability, toughness, durability, and shrinkage are vital factors, as in the manufacturing of vehicle wheels. If the lumber is not very dry, shrinkage will occur causing the parts to be loosely and insecurely assembled. If wood is to be bent, special care must be exercised to secure the proper moisture conditions. To enable one to select lumber with the proper moisture content for these and a multitude of other special uses, the following test will yield the desired information.

TEST EOR MOISTURE CONTENT

(Refer to Fig. 1, moisture content.) Select several boards from different portions of the pile and cut a section about an inch along the grain from near the center of each. Sections cut less than one foot from the ends of the boards are usually affected by end drying. First, remove all splinters and loose particles from the outer surfaces and label the sections so that they may be identified later. Weigh the sections separately and to an accuracy of 1 per cent on a sensitive balance and record the weights on the sections and on paper if a permanent record is desired. The third step is to place the sections on hot steam pipes or in a drying oven heated to about 212 degrees Fahrenheit. When they cease losing weight reweigh them to the same accuracy. The first weight minus the second weight represents the

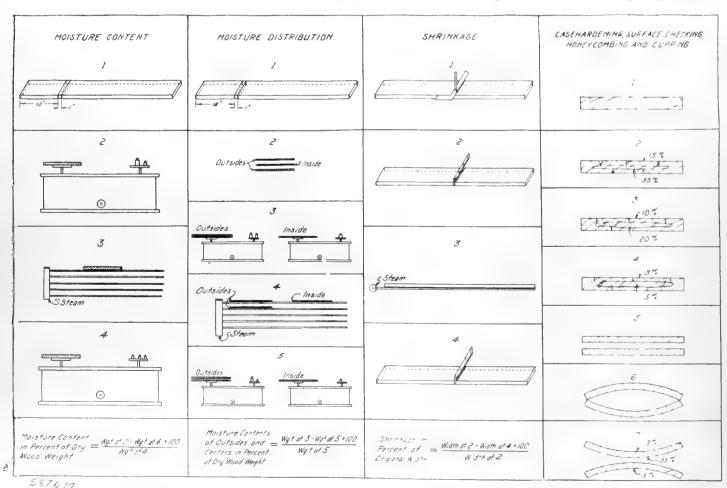


FIG. 1. METHODS OF MEASURING AND DETERMINING CONDITIONS IN SEASONED LUMBER

weight of water dried out of the "col. Divide the weight of water by the dry weight of the wood and multiply by 100. The result is the moisture content of the wood expressed in per cent of the dry weight.

In this connection, it might be well to observe that any lumber whose moisture is under six per cent may be considered thoroughly kiln-dried while a moisture content of from ten to fifteen per cent indicates thoroughly air-dried lumber.

TEST FOR MOISTURE DISTRIBUTION

The buyer is sometimes led to believe by a superficial examination that lumber is thoroughly seasoned and in good condition when the centers of the boards are still somewhat green. This condition is brought about by subjecting the surfaces of the boards to rapid drying and stopping the process before the centers are equally dry. This state always indicates that the lumber is casehardened, the seriousness of the condition denoting the degree of casehardening, and if resawed such lumber will invariably cup either on the resaw

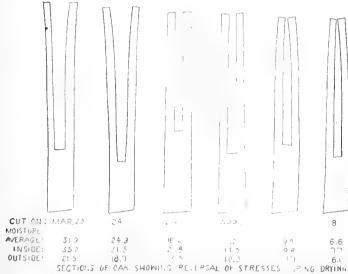


FIG. 2—SECTIONS CUT FROM A CASEHARDENING BOARD AT DIF-FERENT STAGES OF THE SEASONING PROCESS

or on subsequent drying of the exposed interior. Therefore, a test to determine the distribution of moisture in lumber would serve the double purpose of "showing up" the drying process and indicating the degree of casehardening.

(Refer to Fig. 1—moisture distribution.) The method of testing lumber for distribution of moisture is similar to that of the moisture test already described except that the sections are resawed twice as shown at 2 (Fig. 1—moisture distribution). The two outside portions (weighed together) and the center portion of each section are labeled and weighed separately at once on a sensitive balance to an accuracy of 1 per cent. These weights should be recorded on the outside and center portions and on paper if the record is to be permanent. The portions should now be completely dried on steam pipes or in an oven until they cease losing weight when they should be reweighed. The first weights minus the second weights equal the weights of water evaporated. The weights of water times 100 and divided by the weight of the dry wood gives the moisture contents of the outer and inner portions of the sections in per cent of the dry weights of the wood.

SHRINKAGE

Correctly speaking, shrinkage is a property of wood and it is dependent on the moisture condition, degree of casehardening, and the method of seasoning. It is a fact that the moisture content of most hardwoods may be reduced to about thirty, and that of the conifers to about twenty-five per cent of the dry weight of the wood before shrinkage takes place. The reason for this is that no water leaves the cell walls above these valves. Drying up to this point means a removal of water from the cell cavities only. As the moisture content is reduced below the fiber "saturation point," how-

ever, water is taken from the cell walls and they begin to shrink and continue to do so until perfectly dry. In general the shrinkage varies with the moisture content below the fiber saturation point.

If we define casehardening in wood as a "setting" of the surface in an expanded condition due to the stresses which existed in the wood while drying, it is clear that the shrinkage of lumber varies inversely with the degree of casehardening, or the more expanded the surfaces are when they "set" the less will the shrinkage be.

It is also known that wood which is dried in air at high temperature and humidities shrinks more than it does when dried at lower temperatures and humidities. This effect is due to the fact that wood becomes soft and plastic when hot and moist, and therefore offers less resistance to shrinkage stresses.

The amount of shrinkage and swelling, or the working of wood with varying moisture content, is the determining factor affecting the adaptibility of woods for various special uses. Therefore, the shrinkage of lumber is a point of vital interest to the lumberman.

MEASURING SHRINKAGE

(Refer to Fig. 1—shrinkage.) The method of measuring the shrinkage of wood is as follows: (1) Draw a line, in pencil, across the board, using a square as shown at 1, (Fig. 1—shrinkage). The edges of the board should be surfaced so as to present smooth faces. Place a small hook scale, graduated in fiftieths or hundredths of an inch, along the pencil mark as shown at 2, (Fig. 1—shrinkage). Observe the width of the board on the scale to the nearest fiftieth or hundredth of an inch and record the reading. If the board is now placed over steam pipes or in an oven until it ceases

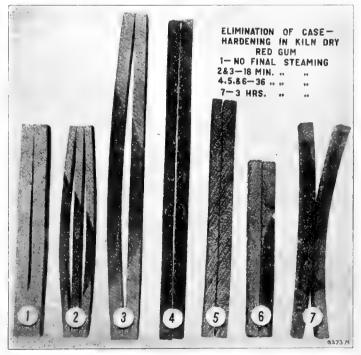


FIG. 3—SECTIONS OF KILN-DRIED RED GUM CUT FROM BOARDS BEFORE AND AFTER FINAL STEAMING

to lose weight it may be remeasured in the manner described. The first measurement minus the dry measurement leaves the amount of shrinkage. This difference times, 100 and divided by the original measurement equals the shrinkage of the board in per cent of the original measurement. This process may be continued around the board and the cross-sections computed if one desires to know the shrinkage in cross-section.

CASEHARDENING

(Refer to Fig. 1—casehardening.) Casehardened lumber is in a condition of stress. The cause of this stressed condition is a pronounced tendency of the surface and interior of the board to shrink unequally when the surface is dried faster than the interior. The

surface and interior of the wood tend to shrink unequally for two reasons. As has already been stated, the faster wood is dried in dry air the less it shrinks, and the slower it is dried in moist, warm air the more it shrinks. With this fact in mind, it is clear that if the surface of the lumber is dried much more rapidly than the interior, it will tend to shrink less than the interior. As the center of the board dries slower than the surface, it tends to shrink more than the surface. Therefore, it is evident that a tendency to unequal shrinkage exists.

The vital fact causing the unequal shrinkage is the resistance to surface shrinkage offered by the interior of the board after the surface has started to shrink and before the interior has commenced to shrink. This resistance reduces the surface shrinking, causing the surface to "set" in an expanded condition. It is during this stage of the drying process that surface checks appear, (see 2, Fig. 1—casehardening). When the interior begins to shrink, in turn, it tends to shrink more than the set surface, pulling away from the outer shell and causing the interior checks, commonly termed honeycombing (see 3-4, Rig. 1—Casehardening). During this final stage in the development of casehardening the surface checks invariably close up, sometimes so tightly that they can not be seen.

Lumber may be severely casehardened without being either surface checked or honeycombed. In such cases, resawing must be resorted to in order to determine the degree of casehardening. At 5, (Fig. 1-Casehardening), a resawed board shows no casehardening or stressed condition because the halves remain flat after sawing. At 6, however, the characteristic cupping action of a resawed casehardened board is indicated. The reason for this action is that the surface is held in compression by the tension of the interior. Resawing relieves the surface compression, and the cupping results. This cupping may occur on the resaw or upon subsequent drying of the exposed interior. In either case, it is proof of casehardening.* If a casehardened board, whose interior and surface moisture contents are say thirty-five and fifteen per cent respectively, is resawed, the halves will cup outward from the resaw as shown at 7. This is explained by the fact that under these conditions of moisture distribution the tension of the surface tends to compress the interior. Upon subsequent drying the cupping reverses to an aggravated degree. This gradual reversal of stresses in the drying of casehardened lumber is clearly illustrated by the action of the resawed section shown in Fig. 2.

The purpose of this paper is to present methods of determining the conditions in lumber, rather than to advocate cures for those conditions which constitute defects. However, casehardening is so serious a defect that we believe a word in regard to a method of elimination may not be out of place. If casehardened lumber is steamed for the proper period at the close of the drying operation and then dried off, the stressed condition may be entirely relieved and all casehardening eliminated. It is only necessary to adjust the length of the steaming period according to the severity of the casehardening. It is also essential that the steam circulate through all portions of the piles of lumber in a uniform manner. This method has been used with complete success in the kiln-drying of inch red gum lumber and black walnut green from the saw. Figure 3 shows the results of such a process in the case of inch air-dried red gum lumber. It is important to note, in this connection, that if the steaming period is too long or severe, the casehardening is actually reversed.

BRITTLENESS

Lumber may be inherently brittle or rendered so by drying at too high temperatures. Too long exposure to ordinary kiln temperatures will also produce this effect. The change is usually accompanied by a darkening in color which serves to prejudice one against it for certain purposes. Where brittleness is not a serious defect, this method of overheating wood may be resorted to in order to darken it and thus enhance its natural beauty.

At present, many users of lumber associate kiln-dried lumber with

brittieness. This is so because of the many improper methods of kiln-drying now in use. If the proper circulation of air, at the proper temperature and humidity, is maintained for the necessary time only, there is no reason why kiln-dried lumber should be unduly brittle.

No very definite simple test may be given for brittleness because it is one of those comparative conditions which the experienced user determines by bending and breaking. The toughness or "life" of the lumber can be lost by improper methods of drying.

New Zealand Teak

Practically every country in the world lying within the tropics produces a wood called mahogany in the trade. The same may be said in reference to teak wood. Most timber dealers and wood users know the true teak wood of commerce which comes from India, Ceylon, Burma and Siam, but they are less familiar with the so-called African, West Indian, Brazilian and New Zealand teaks. The New Zealand teak (Vitex littoralis) locally called puriri is an important timber which has been known to European wood users for more than one hundred years. While it is at present only rarely shipped into England and the United States, it is of interest to the trade because the wood is exceedingly durable and was used for a long time as a substitute for the live oak.

New Zealand teak is not confined to New Zealand, where it has been exploited for so many years, but it is common also in the Philippines and other groups of islands in the South Sea. It is found in nearly all forests along the coast where the soil is permanently moist. While this wood has been practically exhausted in New Zealand, it can be seen from its extensive distribution that vast quantities of the timber are procurable in many of the other South Sea islands where the timbers have hardly been touched.

The nearly yellow sapwood in mature trees varies, from two to three inches in width, the heartwood, which contrasts strongly with the sapwood, is very dark brown and is exceptionally durable. It is considered the most durable wood in the region where it is growing. The wood is heavy (about seventy-five pounds per cubic foot) hard, strong, close and fine-grained, and the logs which come to market are usually from sixteen to twenty feet long and about sixteen inches square and free from defects. The wood takes a splendid polish and contains a coloring substance suitable for dyeing wool and cotton. It is one of the most useful timbers, and is now employed extensively in shipbuilding, for railroad ties, posts, piles, and for the frame work of houses and the foundation of large structures.

There are just as many advantages in a smooth shop or factory floor as there are in some of the machines and appliances that salesmen give you a smooth talk about. The difference is we don't have them pointed out to us so often.

Speaking of woodworking machines in which the user has a chance to select from a wide variety of offerings, what about molders? There are inside, outside, combination and a multitude of varying designs, as well as different sizes to select from.

Dry hickory flitches or dimension stock make up a good hardwood item these days—the call for hickory being quite brisk.

A man who has tried many methods of fastening leather covers on pulleys, says the only sure way is to rivet them on, heads of rivets out.

Locating the lumber yard so that it is burdensome to get stock into the mill or factory is a serious mistake sometimes made. Saving energy here is just as important as saving time and energy in machine work

A really good machine operator will display impressive qualities of knowledge and workmanship, no matter whether he is running a poor machine or a good one; and if it is a poor machine he will soon make it better.

^{*}See article by H. D. Tiemann, "Problems in Kiln Drying Lumber," Lumber World Review, September 25, 1915.



Developments in the South



The Southern Hardwood Traffic Association is one of the busiest organizations in the South identified with the lumber industry. It is having numerous problems to solve in connection with rate advances as well as with the facilitating of traffic under the present car shortage and embargoes in almost all directions. Lumber mills in the southern hardwood producing territory are facing forced curtailment in the near future unless some relief can be found, and the Southern Hardwood Traffic Association is the organization upon which falls the task of trying to promote such relief.

J. H. Townshend has recently made two trips to Washington in connection with rate matters and the shortage of cars, and two committees have held conferences, on behalf of members of the association, with officials of the west side lines and with those of the Illinois Central within the past fortnight with a view to securing relief from embargoes and also with a view to securing, if possible, a postponement of the effectiveness March 16 of rate advances from southern producing points into Central Freight Association and Western Trunk Line territory. Appeals have likewise, as previously reported in Hardwood Record, been made direct to the Interstate Commerce Commission for relief from present intolerable traffic conditions as affecting the southern lumber industry.

Mr. Townshend, who has returned from Washington during the past few days, reports that the Interstate Commerce Commission has a large force at all of the more important eastern terminals and that every possible effort is being made to rush empty cars westward to relieve the shortage felt all over the West and Central South. He believes that these efforts will result in some relief in the near future, but he says that there is comparatively little improvement in the situation. This is indicated by the statement on his part that, despite the strenuous work of the association in behalf of shippers, some of the latter are on the point of having to suspend the manufacture of lumber because of the congestion which is resulting from present car shortage and from embargoes.

F. B. Larson, who came to the association several months ago from the position of traffic manager of the Lumbermen's Bureau at Washington, has been appointed assistant to Secretary Townshend, succeeding Paul J. Fischer, who died a few days ago, and Mr. Larson is now devoting all of his time to taking care of the more urgent needs of the lumbermen in the way of cars and in the way of securing special permits from the carriers to make shipments. He is securing daily reports from members of the association regarding their more pressing needs for cars, as well as for bills of lading, and he is then taking up with the carriers the supplying of cars as well as the issuance of bills. He has been able during the past, few days, by tackling the problem in this systematic and vigorous manner, to meet some of the more urgent needs of manufacturers of lumber in this territory, but the seriousness of the situation is manifest when it is pointed out that only emergency cases are being handled.

Meantime, indications are that southern shippers are going to lose their fight for a postponement of the effectiveness of the advances in hardwood rates from Helena and a few points west of the Mississippi and from all points east of the Mississippi to destinations in Central Freight Association and Western Trunk Line territory. The west side lines interested in these advances agreed that they would be governed by the action of the Illinois Central. The conference of a committee from the association with officials of the Illinois Central, however, has resulted in failure up to the present time, as the management of the Illinois Central has, after taking the subject under advisement, declared its unwillingness for any postponement. Officials of the association are still bringing all possible pressure to bear to prevent the advances going into effect at the date indicated, but they are not particularly optimistic over the outlook. Appeal to the Interstate Commerce Commission in this connection, it would seem, is out of the question because of the expiration of the time beyond which that body can order a further suspension. The effectiveness of this advance is being resisted by the lumbermen to the last degree because of the loss involved in making deliveries of lumber, sold on the basis of present rates, at the higher rates. The lumbermen contend that their deliveries of this lumber would have been made without difficulty while the lower rates prevailed but for failure of the carriers to furnish the necessary facilities for such deliveries.

Mr. Townshend is in receipt of advices from the Interstate Commerce Commission at Washington that the proposed advances in rates from Helena and all points east of the Mississippi river to destinations east of Pittsburgh and Buffalo, including all Canadian and New England points, have been suspended for four months.

Southern Loggers Face Discouraging Conditions

Weather conditions have been quite unfavorable for logging during the past fortnight throughout the southern hardwood producing territory. Heavy rains have occurred all over this section and the ground is so thoroughly water-soaked that it will require a considerable period of dry weather to make possible substantial progress in work in the woods. The amount of timber being cut and prepared for use at the mills is extremely light and the question of log supply is looming up somewhat larger than for some time. The shipping situation, so far as lumber is concerned, is still highly unsatisfactory, as detailed elsewhere in this issue of Hardwood Record, and this makes the scarcity of logs a rather less serious phase than it would be if the railroads were able to handle all lumber shipments freely and if the mills were, as a result of such shipping facilities, able to operate on full time.

In addition to the unfavorable weather for logging, it may be noted that the time is close at hand when lumber interests throughout the valley territory must contend with more or less serious high water in the Mississippi and its tributaries. The stage of the Mississippi at present is some ten feet below the danger line or flood level, but there is necessarily a vast amount of water from the upper valleys of the Mississippi and other streams flowing into it to be taken care of. The Mississippi has not failed in recent years to develop flood conditions at some time during the late winter or spring season, and it is anticipated that there will be a repetition of history in this respect within the next few weeks unless all signs fail. Appreciating this, lumber interests have done everything they could for some time in getting out timber, and there is a fair amount awaiting loading for the mills. An official of the Valley Log Loading Company, Memphis, said recently that it would require at least two more months to load the logs now in sight on the Yazoo & Mississippi Valley line of the Illinois Central and the Memphis-Marianna cut-off on the St. Louis, Iron Mountain & Southern. But he said in the same connection that there was very little timber now being placed on the right of way of either of these roads and that, when present logs were loaded, there would be a period of relative dullness in the log loading line. What is true of the Valley Log Loading Company is likewise largely true of firms and individuals who look after their own loading of logs.

There is no complaint on the score of demand for southern hardwoods, and prices are well maintained, being largely in the sellers' favor. The fact remains, however, that, even with these conditions, the volume of business is small. This is the direct result of the shortage of cars and the refusal of carriers to issue bill of lading to many destinations in the North and East, factors which are greatly restricting the movement of lumber and forest products. The situation, from a transportation standpoint, is admittedly bad, and, while steps are being taken to bring about prompt relief, the outlook is regarded as quite threatening. The demand is particularly active for gum in all grades and prices are unusually firm. The box factories are taking all the low-grade gum offered, while the higher grades are finding ready outlet. There is a fair movement of oak and, taken as a whole, the Memphis market may be described as wholesome. It is fully recognized, however, that the volume of business must necessarily be determined in the near future by developments in connection with the traffic situation. Unless it is made possible to ship lumber, the condition of the market means nothing.



The Lumberman's Round Table



Selling Lumber Abroad

If the Webb bill, authorizing combinations for foreign selling operations, is finally converted into law, as seems likely, in spite of its failure of enactment by the Sixty-fourth Congress, lumber manufacturers, and hardwood operators particularly, will have an opportunity to bring about a much needed improvement in the methods of handling export business.

The weakness and inadequacy of the consignment plan were pretty thoroughly demonstrated before the beginning of the European war; and the statement was heard more than once at that time that direct representation would be the cue thereafter. In fact, one instance is known where a big hardwood manufacturer was in New York, with passage for Europe engaged, when the powers began to take pot-shots at each other: whereupon the reservation was canceled, and he came back home.

The larger houses maintained their own salaried representatives in the leading English and German markets, having found out that to ship on consignment, trusting their lumber or logs to the fluctuations of the market and the altruism of the brokers, was too risky for comfort. They may be expected to continue this policy after the war is over, whereas the smaller operators alone can obviously not finance a foreign sales organization. But a number of operators could.

The Webb bill will make it possible for co-operation along this line to be put into effect, and for foreign sales to be handled in a manner just as businesslike and just as effective from the standpoint of the manufacturer as those that are made for domestic delivery.

Possibilities in South America

The most obvious export markets for American hardwoods up to this time have been Great Britain, Germany, Scandinavia and other European countries. South America is now in the limelight as a buyer of many United States products, and there is no reason why the lumber business should not be expanded in that direction.

Here, too, the operations of the Webb law, anticipating its final enactment and approval, promise to make it easier to open up this field. It would be easily possible for a group of non-competing manufacturers to co-operate in the employment of a representative there, who would not only arrange for sales, but could investigate consuming and credit conditions. A sales office of this type could represent manufacturers of different kinds of hardwood lumber, veneers, panels, etc., and even woodworking machinery. The larger the volume of sales, the smaller, of course, would be the selling expense.

The Webb law promises to be especially helpful to the smaller operator, who heretofore has been denied independent sales representation, and has been forced either to neglect export markets or sell on consignment. It would be a good idea to consider this plan now, so that when it becomes available, it will be easy to put it into operation.

Hospital for Lumber Mill

Because of the larger scale on which their operations are handled, as a rule, yellow pine mills have had up to this time almost exclusive claim to important welfare activities, such as the establishment of hospitals for their employes. The hardwood trade, however, will soon be able to "point with pride" in this way, as arrangements have been completed for the erection and equipment of a hospital at Charleston, Miss., by the Lamb-Fish Lumber Company.

W. B. Burke, general manager of the company, reported the letting of the building contract about a month ago, and it is expected that the equipment will be purchased about April 1, so that the hospital should be ready for use in thirty days thereafter. The hospital will be up-to-date in all respects, and will be used not only for injured employes, but for those of their families who become ill and need the services of physicians and nurses.

The big industry in an isolated community is expected in this twentieth century to exercise the same sort of general supervision over the welfare of its people as did the nobility in the days of vassalage. The modern manufacturer, in other words, must not only give employ-

ment, but must protect the health and well-being of his employes and their families. His hospital is a community asset, instead of merely a feature of plant equipment.

Maple for Auto Frames

Conditions in consuming industries are constantly changing, which is one reason why lumbermen must be on the alert to note these changes and their probable effect on the demand. This feature has been commented on heretofore in this department, and it is again illustrated by the contracts which are being let by automobile manufacturers for material with which to build the frames of their cars.

Last year ash was the principal material used, especially by those making high-priced cars, though it was reported later in the season that some elm and gum were being put to use in this way. Detroit manufacturers have recently been contracting for maple for frame construction, substituting this material for ash. And the change was not made on account of any difficulty of getting ash or because the price was considered excessive, though maple may be had at smaller cost than the other wood.

The reason, as explained by a leading hardwood manufacturer who supplied ash for the construction of a famous car last year and has just contracted to furnish maple during 1917, is that steel has to be substituted for aluminum in the construction of bodies. The scarcity of aluminum, which is another war material, has made it impossible to continue its use; and as the steel is to be worked over the wood frame, a harder material than ash had to be used. Aluminum, having more elasticity than steel, could be worked with ash to good advantage, but the engineers of the company did not consider this wood suitable when steel had to be used in combination with it.

Conversation as Sales Ammunition

Some salesmen approach a buyer with a definite line of argument, intended to convince him that he should buy their lumber. Others merely converse, hoping that some time or other there will come an opportunity to get through the guard of their adversary for a knockout.

These conversational artists use up a lot of their own time, and as much of the other fellows' as the latter will permit. Some of them make good, their conversational skill being developed to such an extent that a buyer is overwhelmed or enmeshed in it. But the chances which a salesman of this type gets to exercise his marathon conversational proclivities are distinctly limited, and buyers who learn their methods are slow to give them appointments.

The fact of the matter is that common sense in selling works just as common sense in other lines does. The salesman who knows what he has to offer, in relation to the needs of the buyer, and who offers it without frills or furbelows, is going to get action, anyway; it won't take long for him to find out where he stands. If he isn't going to get business at one place, he proceeds promptly to the next; and thus he makes more calls and has more chances to do business than the long-distance talker, who ''sticks around,'' hoping that the buyer will relent and hand him an order.

The latter type of salesmen grow fat and lazy, and get to the point where serious exertion in the matter of ground-covering is decidedly distasteful to them. When they have reached that stage, they would rather sit in a hotel lobby and discuss "conditions" with other salesmen than get out and hustle for business.

The man whose report consists chiefly of analyses of the business situation, rather than orders, is getting into the political economist class, and his value as a producer of business is reaching the minimum. Such a man, if he has good personality and has made friends as he went along, will continue to get some business from these old standbys; but he won't put on many new accounts. The value of the latter to a business that hopes to grow is incalculable, and the contributions of salesmen to the permanent prosperity of the house may almost be measured in their ability to create new business.

And conversation, even though 99.44 per cent pure, won't turn the trick.

kind, suggests quality in a box; and it may be assumed that a manufacturer, if he understands his business, will not waste a good box on a poor product.

The Brunswick-Balke-Collender Company of Chicago is advertising its Whalebonite closet seat in the technical field by means of a diagram and cross-section which suggests the laminated wood, covered with a rubber composition, is the method of constructing this specialty. The cross-section, shown under a magnifying glass, gives the idea of strength and resistance, too.

There is hardly a product containing wood being marketed by means of advertising which could not be helped by studying why the particular kind of wood used was selected. Whether it is ash, chosen for elasticity or absence of odor; hickory for toughness; oak for general strength and durability; mahogany for beauty of color and figure, or some other wood for something else, the reason is there, and in nine times out of ten the reason can be made to play a part along with other construction features in influencing the reader in the direction of a favorable decision.

G. D. C. JR.



Scientists Work With Wood



The Forest Products Laboratory at Madison, Wis., has prepared a summary of work done and conclusions reached during 1916. Extracts from that summary are given in the following paragraphs:

STRUCTURAL TIMBERS

Since the density classification for southern yellow pine has been completed, a number of lumber companies have been advertising timbers manufactured and graded according to these rules. In every case called to the attention of the laboratory where buildings have collapsed because of poor quality timber, an examination showed that the timber would have been rejected if the density classification now in effect had been used. Similar grading rules for Douglas fir have been tentatively agreed upon by a committee of the American Society for Testing Materials in consultation with the West Coast Lumber Manufacturers' Association. A field study is now being made by the Forest Service, and tests on structural sizes will be made before the rules are presented for final adoption.

KILN DRYING

When air passes through a pile of green lumber it is cooled and a downward circulation is caused. A method of piling which facilitates this was tried in the dry kiln and proved very successful in drying green maple and other woods. This improvement has enabled us to dry stock quicker and with less loss than heretofore.

One of the difficulties attendant upon kiln-drying lumber is the tendency to caseharden. Steaming wood for a brief period after it was dry was tested on a commercial scale and proved successful in removing casehardening.

The new high-velocity-low-superheat method of rapid drying proved satisfactory with southern yellow pine, a carload of which was sent to the laboratory for test by a southern lumber company. Arrangements have been made to try this process on a commercial scale. The lumber tested was dried from the green condition to six per cent moisture in sixty-four hours. In other tests it was dried to shipping weight in thirty-nine hours with less than one per cent loss.

Experiments in kiln drying air-dried red gum were very successful, the stock being dried with less than one per cent loss. Red gum is one of the most refractory and difficult woods to dry, and this has undoubtedly had a serious effect on the extension of its markets. Experiments are now under way for kiln drying this species green from the saw.

The shape of shoe lasts makes it difficult to season the blocks from which they are made, and manufacturers have suffered serious losses in drying lasts. Experiments in kiln-drying green last blocks have given promising results, about 30 per cent of the blocks being dried perfectly in twenty-one days. Present methods of air-drying require about one and one-half years and necessitate a heavy carrying charge.

DECAY IN LUMBERYARDS

Studies to determine the extent to which lumber is attacked by fungi while seasoning in lumber yards were continued and a number of specific cases were studied which showed how sound lumber is infected with disease from partially decayed lumber before shipment is made. A report embodying simple rules for restricting the spread of fungus in lumber was completed.

DURABILITY OF AMERICAN TIMBERS

About 1,500 pieces of wood representing fifty different species are under test to determine their relative durability. At the end of three years, all of the conifers with the exception of cypress, redwood, yew and the cedars have decayed. Most of the hardwoods have entirely rotted.

Tests to determine the effect of various amounts of resin in the southern pines upon their durability have yielded results which indicate that the durability of these woods does not depend directly upon their resin content.

IDENTIFICATION SERVICE

Over a thousand samples of wood were submitted for identification. Sawdust, fibrous material, chips, dyewoods, roots and barks were sent, as well as pieces of furniture and sections of ties and timbers. A wood specimen found in a glacial drift and estimated to be approximately half a million years old was among the specimens identified.

TREATMENT OF HARDWOODS

Chestnut oak treats like red oak instead of like white oak with which it is now usually classed. This will probably result in a reclassification of the wood by the railroads, since white oaks are not usually treated but red oaks are. One railroad has already made a reclassification. The value of chestnut oak for ties is materially decreased, of course, by the reclassification.

PRESERVATION OF SILOS

Creosoted wood staves were driven into one of the silos of the University of Wisconsin and analyses were made of the ensilage in contact with these staves. It was found that although the ensilage contained a certain amount of creosote, it did not prove injurious to the appetite or health of the cattle. This confirms the results of previous studies.

Put your shoulder to the wheel of your own business by helping your fellow lumberman. No telling what might happen.

If you think you don't need to advertise when business is good and can't afford to when it is bad, when are you going to mend that hole in the posterior portion of your nether garments?

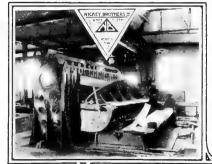
Lumber is getting only ten per cent of the advertising devoted to construction materials. Why has lumber consumption decreased, while building construction has increased?

Twenty per cent of gross sales on some commodities is spent for advertising. Our trade Extension Fund is only 1/100 of one per cent. Don't "kick"—kick in.

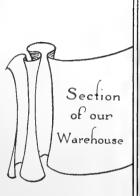
A nicely floored and well roofed loading shed is a splendid adjunct to almost any woodworking factory.

The items of both oak and gum lumber have livened up considerably in the export trade during the past few months, an evident fore-runner of lively times coming.

FIGURED GUM



Our 16' Slicer -We GUARANTEE UNIFORM COLOR and FIGURE IN ANY QUANITY



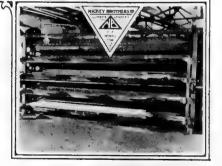
grant to the first the second





-WE KEEP THE VERY BEST FIGURED LOGS IN STOCK AT ALL TIMES

Our Dryer



NICKEY BROTHERS INC

MEMPHIS

Veneering with Two Woods

Some Causes of and Remedies for Warping of Flat Stock

HERE SEEMS TO BE MORE OR LESS
TROUBLE in certain classes of veneering work
where it is desired to have woods differing
materially in their texture on opposite sides of

a panel or a bit of built-up work. There is probably more call for this in door-making than in anything else, and complaint has been made that a door made of oak on one side and cypress on the other will get crooked. Yellow pine and oak, it is said, will work better. Thus we find there are probably different woods which have the same co-efficient of contraction in the process of drying out thoroughly, and that there is enough difference between some species of wood to make it a rather ticklish job to undertake making a piece of built-up work with one kind of wood on one side and another kind on the other.

What is probably the simplest solution of the whole thing, when it is desired to have a different face wood on each side of a door or panel of any kind, is to make the face veneer very thin; thin enough that it will not have any material effect in shaping the body, then build the body up, independent of the face, of another kind of wood. This will give stability and relieve the tendency to strains set up by using two or more kinds of wood, and the face veneer, being thin, will not have a material effect on it unless it is an usually light panel. By thin face veneer is meant veneer that is not thicker than 1/20-inch, possibly thinner in some fine woods.

It requires a little more care to use and finish off this extremely thin veneer. If the center piece is built up of veneer instead of a solid core, it calls for a little more gluing because it must be three or five-ply and the veneer face come on afterward. Yet this is the way to get success out of veneering where there are one or two kinds of wood on the face, and where opposite faces are to be of different woods it is the simplest way to safeguard against the trouble incident to unequal contraction of the wood in the process of final seasoning.

In the making of doors, where this trouble is complained of most, there has been a practice in the past of using veneer sometimes 1/4-inch thick on both sides of the door stile. Where stock as thick as this is used, with different woods on opposite sides of the door, there is naturally a chance for the door to crook one way or the other, unless a great deal of care is exercised in drying the material and doing the work. It is better, of course, to make a heavy core body and use a lighter veneer, but where it is desired to use thick veneer, one should study the nature of the two woods to be used. If on one side there is a wood which will shrink perceptibly endwise in drying, while on the other side there

is one of very little shrinking, one way to safeguard it is to put the stock in cauls and press forms that are slightly curved toward the side of least final shrinkage, then if the line of curvature is figured out carefully it will be enough to allow for the final shrinkage in flattening up. This requires some very delicate experiments and careful measuring that many a door manufacturer is not in a position to carry out. Some men guess at it and do very well, but guesswork is too uncertain in working door frames.

The veneer as well as the core wood should be thoroughly seasoned before using, and then dried out. This involves not only drying primarily, but seasoning in the air and then redrying for the final using, until all moisture is out and all shrinking has been done. With even the most thorough work in this it will be found that when you spread your veneer and core with glue it will absorb a certain amount of moisture from the glue. Now, it doesn't take long for the glue to set and the stock to be apparently all right and thoroughly dry. Still, you must bear in mind that the moisture with which the glue was mixed has simply been absorbed into the body of the wood and must be given time to dry out and for the wood to attain its normal condition before it is through with swelling and shrinking tendencies. In short, after work of this kind is taken out of the forms it should be carefully piled on a firm foundation, straight, weights put on it, and left in these piles to dry for several days—that is, to dry and temper. Then when it finally assumes its normal condition in the straight form it will be found that most of the tendency to crook and warp has disappeared.

In making thin panels it quite frequently happens that stock taken from the forms after, say, twenty-four hours, and then trimmed to size and piled in the warehouse, will crook or warp more or less. Maybe not all of it; just a few pieces here and there, and some of them look like they are ruined. Examination of them shows that at times there is one kind of wood on the front and another kind on the back. It may be some furniture panels, with an oak face and the body and back cottonwood or gum, or it may be a gum panel with gum faces, back and center, or an oak panel, with oak on both the face and back, and gum in the center. In fact, it has been found that some of them will crook more or less no matter what the combination of veneer front and back, and it is evidence of some swelling and shrinking endwise-not enough, probably, to be noticed in ordinary measuring, but it makes itself felt in a panel of any size, and seems unquestionably to be caused by the taking up of moisture from the glue, and the influence of this moisture not yet having worked off. Quite frequently stock of this kind, if piled down in a nice pile on a caul board and some weight put on top of it, will straighten out in a week or two and be all right.

The main objection to this, in either panel work or a door frame, is that it requires too much time. When stock is made up it is generally made up on orders, and the purchaser is wanting delivery, therefore it is sometimes out of the question to carry it two or three weeks in the warehouse while it flattens out and assumes its normal condition; in other words, until it gets rid of its moisture from the glue and gets tempered in the air. Fortunately, this trouble does not come with all of it, but where it does come that seems to be the best way to safeguard it, even if it does take lots of time. The matter might be hurried a little, where time is an object, by piling the stock in a hothouse or kiln room, so as to dry out thoroughly all the moisture incident to gluing. Yet this of itself is not entirely satisfactory, because what is wanted is tempering in the natural air, as some of the veneer will be unnaturally dry and will absorb moisture from the air,

and swell, and the swelling on one side is just the same as shrinkage on the other.

If it could be done, it would be a good idea not only to make up veneer panels and give them more time to dry and temper while piled flat and under pressure, but also to make up the core work and let it temper before applying the face veneer. Cores of various sizs could be made in three-ply work-that is, built-up lumber of various sizes and thicknesses-and kept piled in stock, just like a stock of ordinary lumber, so it would have time to temper and settle down to its regular shape and quit this setting up of strains and trying to warp. Then, by using a thin face veneer, only a slight spread of glue would be required, and the strains and moisture which develop from the gluing on the thin veneer would not be sufficient to cause serious trouble. All this and some other things along the same line are among the finer points of veneering that are now coming in for attention, and need studying by those who would get the best results out of their work and help build up a better reputation for veneered work.

Efficiency of Staining and Veneering

Would the Staining of Woodwork Before Its Use Prevent Troubles?

ANY OF THE WRANGLES that arise between the finishing-room and the glue-room in connection with veneer work may be charged up to the staining processes, or in other words, to the practice of staining work after it is veneered instead of before it is used.

In discussing this subject recently with a prominent veneer and panel manufacturer who has spent practically a lifetime in the business, he gave it as his opinion that if all the staining that was required on woodwork could be done before it is used there would be but little trouble with veneer blistering or coming loose in the finishing room. As it is, when stock is built up with thin face veneer on it and goes into the finishing-room where it receives first of all a staining which may be a water stain or acid or oil stain, or it may be a fumigating treatment. In either case, however, it involves the use of moisture, oil and other ingredients which are not by any means beneficial to the glue joint. Often it is the staining itself that causes the loosening up. Perhaps some of the work would loosen up, anyway, but it would be only a small percentage as to what is caused to loosen up by the finishing process.

This is where the wrangle starts. The finisher contends that the gluing is not properly done and that the stuff would go bad anyway, and the glue-room man contends that the finisher should devise some way of staining or treating the work which will not endanger the glue joint of veneering. Then they have it back and

forth, with claims and counterclaims, with perhaps some fault on both sides, but always we have before us the fact that around the staining or finishing process there is built up an almost endless lot of wrangles. The result is a percentage of stock spoiled at about the most expensive stage of the game.

The ideal thing to do would be to put all the necessary stain into the wood before it is used. In other words, stain the veneer before it is applied in face work. Then all that would be required in the finishing process would be filling and varnishing, which would not likely endanger the glue joint.

There are many different ways to treat wood to obtain the stain or color desired before using it. There are some of the old-time ways or burying the logs and lumber in the ground with lime and other acid substances to develop stronger coloring or deeper tones in the wood before it is worked up.

There is a modern following of this same idea in which wood is treated with steam and acids to deepen the color and to alter and change it. Mahogany, for example, can be deepened in red tones by a few hours' steaming under pressure. Oak under the same kind of treatment turns a shade darker and the color tones even nicely in it. Certain acids can be added to bring out those greenish gray shades or certain other acids to bring brown shades. For example, what is known as silver gray used to be put into maple with a treatment involving the use of copperas.







Highly Specialized Workmanship

Completely
Developed
Facilities

The two phrases above represent what is absolutely essential to successful panel manufacture. Our policy has been to educate all of our workmen as closely as possible along specific lines, and to omit no item of equipment that would help make for more nearly perfect service.

The supreme test of efficiency in veneer laying is admittedly the ability to successfully veneer bent shapes. It was on this work that the reputation and growth of our business was founded—this and a quite uncommon bent for artistic matching.

And remember, when you are ready to order we have a complete selection of veneers for your choice.

F. EGGERS VENEER SEATING COMPANY

TWO RIVERS,

WISCONSIN

PERKINS GLUE COMPANY

SOLE MANUFACTURERS
AND SELLING AGENTS
PERKINS
Vegetable Veneer Glue
(PATENTED JULY 2, 1912)

805 J. M. S. BUILDING SOUTH BEND, INDIANA

The Quartered Oak Specialists whose reputation and financial worth is your guarantee of satisfaction in quality and service.
"He profits most who serves best"

There is really no limit to the variety of stains which might be obtained through special treatment of wood before it is used any more than there is a limit to stains which can be applied to wood after it is used. In treating the wood before it is used, there would be the advantage that the staining effect would extend clear through the wood instead of being a surface coat on the outside. In the matter of face veneer, which is usually very thin stock anyway, it should be an easy and comparatively cheap proposition to stain it through and through either by steaming or dipping process and make the staining thorough. Then drying or redrying after staining would be only a small matter and could be accomplished in the driving out of surplus moisture in staining.

In face veneer treated in this way before it goes into the glue-room there should be a practical elimination of troubles of blistering, and joints opening in the finishing work because there would be no after moistening or staining to do, nothing to do in fact but sand and finish off. It is all a fine theory, but when we go to fit the theory to practice there is trouble from the very start. The first and biggest trouble is in the fact that fashions in stains keep changing all the time and there is such a lack of standardization that no man in one part of the country can stain wood in advance to match some other wood in some other part of the country.

Say, for example, a panel man has an order for a lot of furniture panels of a given kind of wood that are to be finished with a certain stain. These panels must fit in with other wood, solid wood of the same kind, coming from some other source that makes up the framework, and, of course, the staining must match. It simply cannot be done if the panel man is merely furnishing the panels and someone else the woodwork.

At least it cannot be done under the present system of using and interpreting stains. For example, take quartered oak, and that stain known as golden oak. These vary so much from time to time among different users that what golden oak means to one man is an entirely different thing from what it means to another, so much, in fact, as to be an entirely different shade. The golden oak shade is simply taken as one example, and the same trouble obtains with practically every shade of stain in use.

The only chance to remedy this matter and to introduce the practice of staining wood before it is used is to have some clear and specific standardization of stains in woodwork. To do this it would be necessary to eliminate many of the graduated shades of variation and to reduce the whole matter down to a few distinct and specific stains, and let every woodworker be provided with samples of these for his guidance. Then, and then only, can woodwork be stained in advance of using and give anything like a fair degree of satisfaction.

There is one other possible chance to handle this, and that is by the man who furnishes the veneer and panels furnishing the dimension stock and other lumber which goes along with it in making up the piece of furniture so that it will all be stained alike.

This is a chance not likely to be taken, because as a rule the furniture manufacturer obtains his veneer and panels from one source and his lumber from another. Also, he has his own notions about what he wants to feature in the way of stains. He wants that part of the work under his own control, and he usually finds the shortest and quickest way to do it is to stain his work after it is put together, or at least after it is made up. This is the way the work is likely to continue for some time, too, yet it does not alter the fact that if the staining of veneer could be done before it goes into the glueroom, there would be less trouble with veneered work going wrong.

A. M.

Letters from a Panel User

Monroe, Mich., March 5.—The demand for quality in the production of built-up stock is becoming more insistent. In previous letters we discussed a few problems, but we must not forget one of the most important factors in veneered work, namely glue. You may use the best core stock and veneers, but if the glue is not right and is not properly handled in the final veneering, you will have inferior work.

I believe that there is not one panel manufacturer in business today who did not experience glue troubles of some kind in times past. Unfortunately, each class of business requires special grades of glue and that is why glue problems are complicated.

The first step is intelligent glue buying. The user must be able to determine glue quality. If he hasn't this ability he should employ men who know. All glues should be tested and graded. It is well to prepare specifications, submit them to the glue manufacturers and insist that your veneer glues come up to certain tests. Glue is seemingly unreasonably high and it is going to continue to climb. Many manufacturers are glad to get glue at any price. If the larger users of veneer glue had purchased this material in very large quantities they could have more than doubled their money within the past year.

There never was a time in the history of the panel business when the intelligent handling of glue was so imperative as it is today. Admitting that most glue manufacturers, jobbers, etc., are honest, the dishonest man has wonderful opportunities to adulterate his glues and realize unfair profits. Efficiency in the manufacture of panels can never be secured unless glue holds, and this being an everlasting fact, no panel factory can be classed as complete until proper arrangements have been made for the work which must be glued.

No glue should be accepted that has a foul odor—glue of good quality always smells pleasant. It should have neither an acidic nor an alkaline reaction, a fact which can be easily tested out with litmus paper in a solution of glue. It should not discolor the paper. Of course, a slight alkaline reaction in hide glues is permissible.

Proper equipment is also essential. If you are using old-fashioned iron kettles, discard them. Hot glue should not be brought in contact with iron. Use only copper kettles and have them air-tight. Every veneer man knows or should know that with air excluded, no scum can form on the top of the kettle. You cannot use scum for glue.

By all means spread your glue with a modern glue spreader. The old-time brushman may object to this, but there is no other metho dknown that will spread glue as evenly, economically and quickly as the glue spreader method. We cannot afford to be stingy with glue, for this would prove to be false economy. Use all that is required, possibly a little more.

A. T. DEINZER, Deinzer Furniture Company.

We Easily Lead

in

FIGURED RED GUM PRODUCTS

SLICED VENEERS, choice figure, for Panels

SAWED VENEERS, 1/20" to 1/8", for interior trim

BUILT-UP TOPS AND PANELS, three and five ply

LUMBER

This marks our sixth year in the active exploitation and development of Figured Red Gum. We have been responsible for the prominent position that this wood now occupies among cabinet woods. We are nationally known as the "HOUSE OF FIGURED RED GUM."

We are seeking your business on our ability to serve you acceptably. We prefer to submit samples for inspection, as it permits selection of wood of the figure and color that is suited to your particular work.

The LOUISVILLE VENEER MILLS

Manufacturers
FIGURED RED GUM AMERICAN WALNUT
MAHOGANY

LOUISVILLE, KENTUCKY

Pointers for Veneer Users

Have You Ever Considered the Part Glue Stresses Play in Warping?
Read This Suggestion

HERE are several pointers for the average veneer user to observe in doing fine face veneer, and especially in matching up work. The first is that of moistening fine face veneer before using

Some moisten it with a steam jet, others sponge it with hot water, while still others spray it. What will be best in your own case can be determined by a little practice. Generally, it is better to get some heat in the moisture, because it penetrates and is more effective in softening the wood. It is not best to have the veneer too wet. What is wanted is just enough moisture to soften it, after which it can be put between two hot cauls or apparatus, and pressed perfectly flat, taking out all wrinkles. It can be trimmed and handled without much danger of breaking and splitting. It may seem that this would have a tendency to cause a little swelling, and thus the veneer face would be inclined to crack after it is finished. However, it is contended by old veneer men that if the moisture is used judiciously and the veneer handled right, it is much the better way to use it, and it is practically the only successful way to handle thin fine face veneer. The other point that needs attention is that of keeping it in the clamps longer.

There seems to be a common impression that as soon as the glue sets until it holds the work, it can be released, but the fact of the matter is that glued work is taken out of the clamps too soon. If it were possible to do so, it would probably be better if glued work could be kept in the clamps until every vestige of moisture had disappeared and all the strains had worn themselves out, just as we would keep a piece of bent work in the press drying, or rather clamped up in forms, for some time. Men who have studied this question contend that no good job of glue work should be released from pressure short of twenty-four hours, probably forty-eight, and even seventy-two would be better.

It is likely, by keeping stock in the clamps longer, we could get rid of a whole lot of slight warping and twisting, because the strains would have disappeared. If the veneer is kept flat in the presses it would remain that way unless strains are set up anew by coming in contact with moisture. Not only that, but the glue gets more firmly set and has better grip on the wood. Just how long glue continues to harden in setting seems to be an uncertain matter, but it is evident it is not through setting in twelve hours. It may get hard and sticky, and dry out enough, so far as we can see, that it holds firmly but really it is not through setting until all the moisture has disappeared, and until this happens even the glue itself, in the process of setting, is likely to set up strains

in the work. Consequently, where we have particular work, it must be given plenty of time in the press.

This thing of glue setting up strains in the process of setting brings up another point—the effect that glue itself may have on a piece of work. We very seldom give consideration to this: we consider glue as a cemeting material purely, and seldom calculate that while it does cementing, it may also be responsible for some of the strains. If you want to demonstrate this, try gluing a piece of veneer onto a solid plank. That is, glue veneer on one face of it. Take a plank, no matter how dry, or whether it is 1-in. thick or 2-in., smooth off one face and glue just a thin sheet of face veneer on it, and the chances are about nine to one that it will distort the plank; it will bend it toward the glued face, and probably also cup it.

There has been much argument about glue joints on the edge of lumber shrinking, and doing this and that, but did you ever consider that glue itself probably sets up some strains in the wood? Take liquid glue and spread it on the face of a board for venering, then apply a sheet of veneer and put it under pressure. Now, this glue is a mixture of water to quite a heavy percentage, and in the process of setting the water is taken up first, you observe, by the wood, then eventually part of it evaporates into the air. Anyway, it disappears and the glue dries out. Now, if that glue is left in a solid mass to dry out, it is pretty likely that as the moisture disappears the glue will shrink in volume considerably. spread in a thin layer on the lumber, it may shrink slightly in thickness in drying out, but if clamped down it has no chance for what we might term general shrinkage in bulk, but it has a cohesiveness, one particle for the other, as well as an adhesiveness for the wood itself and unquestionably it must have a mighty strong tendency to shrink together and draw itself into a smaller bulk, and it is this which sets up the strains in the wood and makes a board cup and bend when faced with a piece of thin veneer on one side and nothing on the other.

Now, then, suppose we face the board on both sides with a piece of veneer. We maintain a balance then and prevent its warping seriously, but we do not dispense with the strains that are set up in the process of gluing. We simply have one on either side, to counterbalance, and they are hard at work just the same, and just as hard as ever. Probably they eventually disappear when the glue is thoroughly set and dried out, but the fact that they are set up is one of the strong arguments in favor of keeping stock clamped up in presses until every bit of the moisture is evaporated, the glue is thoroughly set, these strains have exhausted themselves, and the work comes to a rest.

M. A. N.

WALNUT

You buy shoes from a shoe store because it specializes in shoes. By the same reasoning you should buy walnut where walnut is the exclusive product; where concentration on one wood has made possible specialized study of every point of manufacture and handling. If you would understand the methods which have

made our walnut accepted
as standard, you are
cordially invited
"to see it
done" at
our plant



This Plant produced Seventeen Million Feet of American Black Walnut last year.—but will go much beyond that this year.

Pickrel Walnut Co. ST. LOUIS, MO.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



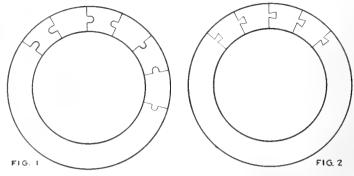
Making of Veneered Columns

Making columns of solid wood is practically an extinct operation. Experience taught that the built-up column would last longer. It seemed to make little difference how often the solid column was painted and filled—in a very short time it cracked and became unsightly. As a consequence the stave, or built-up, column has come into almost universal use. It is easy to make and, if well put together, is almost everlasting.

Very few small mills use the same style of joint, though those which use the regular column stave machine have to use the same joint, and for a stock column it makes a good joint. Figure 1 is for inside columns, and should be of 1/8-inch material, as that thickness will stand the heat much better than thicker material, the glue man can make a better job, and the mill saves material. If a neck mold is required, there is a half-inch to turn on. If a heavier neck mold is wanted one can cut in the same as is done on the veneer column in making column as shown in Figure 2, which is used for outside work. This column is made and put together with white lead, there being no glue used. The staves are dovetailed and slipped together from the end, the dovetail made so as to draw the joints tight. After they are put together chains should be put on them. Then they should be gone over and tapped with a mallet, just as is done in the case of glued work. This column should be made of 13/4-inch stock, so as to allow the dovetail to be as strong as possible.

As such a column is made with the use of white lead instead of glue, it will stand the weather and never rot in the joints. The staves may be run on the shaper by using an adjustable column form and reversing the stave each time it is run. Where quantities are demanded they may be run on the moulder.

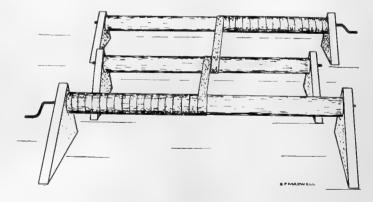
One of the best and quickest ways to put veneer on a column is to have two rollers about ten feet long and six inches in diameter (see sketch), about three feet from the floor and three feet apart. Then use three-ply canvas belting, say thirty feet



THE CONSTRUCTION OF STAVE COLUMNS

long and three inches wide. Oil this so as to prevent any glue from sticking to it. It is well to have about six of these belts. Have them wound around each roller from end to center. Cut and prepare the veneer, have the column thoroughly warm, place the veneer on, and tack the edges about every six inches with very small tacks. Slack the belt in the center, so as to give one turn around the column, each of the rollers having a crank on the end. Then two men keep turning in opposite directions, releasing the belt from the rollers to the column until the ends are reached. In this way the veneer is drawn as tight as desired, and the surplus glue forced to the ends, which prevents any air spots remaining under the veneer. Place a hand screw at either end to hold the belt. After once prepared to do this kind of work it takes but a few minutes to veneer a column. To finish the job, take it to the shaper and let the operator cut a groove where the veneer comes together, about 1/4-inch deep, just wide enough to trim the edges of the veneer. Then match the strip with the veneer, and a good job is done.

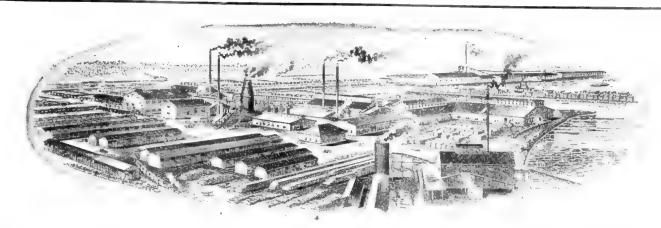
In this way it is possible to glue as many columns as one has belts. Use only two blocks, one on each end of the column, with a heavy spike in the center to drop in support, as there is very little strain on the ends. When the belt is run on the column, remove the blocks from the ends and place on the next column. The rollers should be arranged so they may be removed when not in use.



DEVICE FOR VENEERING COLUMNS

The more a veneer user can learn from the experience of others, the less he will have to pay for his own experience.

The man that drives a bargain doesn't have any great respect for the man he drives it with, unless he finds out afterward that his "bargain" was an illusion.



Northwestern Cooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring and are said by dealers to hold trade. We NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

The Mail Bag

B 1103-Enlarges Business

Boston, Mass., Feb. 20 .- Editor Hardwood Record: I have read the news on page 45 of the February 10 issue and thank you for remembering me. In addition to carrying on the hardwood lumber business, along the lines as formerly, am also interested in a mill at Irasburg, Vt., at which we are cutting the lumber on 800 acres owned by Dr. and Mrs. Even W. Gaynor of Boston, comprising largely birch and maple. Towne Brothers. who are associated with me, are running a new stationary mill, and we intend to have the coming months a large block of well manufactured stock, a large per cent of 14 and 16 foot lengths, something unusual for mills to cut down in this region. We solicit orders for beech and birch, but have already sold the output of maple. H. F. HUNTER.

B 1104-Seeks Red Beech

Memphis, Tenn., March 5 .- Editor Hardwood Record: Can you inform us who handles and manufactures northern red beech? We are in the market for some and do not know who is cutting it.

Clubs and Associations

Chicago Lumbermen Will Hear Army Man Major P. B. Malone, United States Army, will be the speaker at the joint meeting and luncheon of the Lumbermen's Association of Chicago on Tuesday, March 13. Major Malone's subject, "The Flag of Our Country and Preparedness," will be handled for the purpose of showing the work of military training camps in the central department, and of the importance of this work to the country.

Northern Logging Conference

The Northern Wisconsin Loggers' Association, one of the newest organizations among lumbermen, met at Eau Claire, Wis., on Tuesday, February 27. Thirty members attended.

A uniform system of accounting was recommended by committee report. This does not contemplate a change in present accounting systems so much as it does the provision of a basis for reporting boarding costs for comparative purposes. It was pointed out that the operators are losing considerable money through free meals to transients and unproductive labor. It was informally decided that to check this waste a charge of twenty-five cents at camps and fifty cents at headquarters camps or in town would be

One member reported on a special form of contract blank drawn up in perforated pads, which after signed by employe and representative of the employer, provides for employment at a certain wage for a period of three months. If a man does not work for that length of time, the wage will be a certain amount less, usually five dollars per month. The use of this contract blank has had a very helpful effect.

Northern Log Rates Suspended

The Northern Hemlock and Hardwood Manufacturers' Association has secured from the Michigan Railroad Commission a suspension of a proposed increase in rates on logs between stations on the lines of the Duluth, South Shore & Atlantic and the Mineral Range railroads. These increases were from ten to fifteen per cent, and applied not only to logs, but also to bolts, posts and piling. A date for hearing is to be set soon.

Evansville Firms Protest Car Scarcity

John C. Keller, traffic commissioner of the Evansville Chamber of Commerce, and traffic manager of the Evansville Lumbermen's Club, has been instrumental in instituting a protest to the American Railway Association and Interstate Commerce Commission, asking that immediate steps be taken to assist Evansville. The situation there is very threatening, as the scarcity of cars promises to tie up quite a number of manufacturing plants.

Evansville did not profit by the return of cars west to the original lines, as there were so many intervening cities also needing cars that the rolling stock sent on did not, in most cases, go very far. Hence, the commission has been petitioned for more effective means for helping Evansville. It seems now that some help will result.

Important Action Planned at Traffic Meeting There was a meeting of the governing board of the Southern Hardwood Traffic Association at Memphis, March 6, at which it was decided that this organization should continue its present vigorous efforts toward securing relief from the shortage of cars, and the embargoes which are restricting the movement of lumber and forest products. Appeals have been directed to the Interstate Commerce Commission, to the United States Chamber of Commerce, and to the carriers themselves, and there will be no cessation of effort until some relief is forthcoming. Present traffic conditions were characterized as deplorable on the part of those present.

It was also decided that J. H. Townshend, secretary manager of the association, should attend the annual of the National Wholesale Lumber Dealers' Association at Pittsburgh, March 21-22. It was explained that the latter has made arrangements to have present representatives of the railroads and traffic managers of the various lumber organizations, as well as of many firms, and that efforts will be made to bring about some relief from the car shortage and the various embargoes now in force.

It was announced, too, that a strong delegation of Memphis exporters would be in New Orleans April 30 to participate in the hearing before G. N. Brown, attorney-examiner of the Interstate Commerce Commission, in connection with the proposed reduction of free time on lumber shipments in that port from ten to five days. The association has already protested against this reduction, but the exporters are going down with a view to presenting as strong arguments as possible against such a course.

It was announced, too, that the association will file formal protests with the commission against the proposed increases in demurrage and reconsigning charges in various parts of the country. These increases become effective at different times in different parts of the country, but the association is not going to spare any effort looking to the defeat of these measures.

The board confirmed the appointment of F. B. Larson as assistant to Secretary Townshend, as successor to the late Paul J. Fischer, and also the appointment of L. J. Morris as rate and claim clerk of the association, as successor to Mr. Larson.

Wisconsin Organizing Its Resources

The committee on statistics of the Northern Hemlock and Hardwood Manufacturers' Association has been organized into a bureau on statistics and educational information, and one of it's first acts was to divide the territory of the association into four districts. The bureau is made up of three representatives from each of the four districts. The purpose of the bureau will be to collect and compile complete statistics on the production of lumber by the association mills, and of stocks on hand whereby the market situation can be more accurately determined from time to time.

Traffic Conference for Pittsburgh

In connection with the annual meeting of the National Wholesale Lumber Dealers' Association, which will be held at the William Penn hotel, Pittsburgh, Pa., on March 21 and 22, there will be an important traffic conference, at which not only members of the association, but traffic managers of all lumber associations, and of various individual plants will participate.

The object is to endeavor to find some way to relieve the lumber business from present embargoes, and to consider other traffic matters pertinent to lumbering. It is hoped that representatives of railroads thoroughly conversant with the traffic situation may be present.

Plans are rapidly developing for the program for the twenty-fifth annual meeting and the banquet, and the executive committee is co-operating with a local committee of Pittsburgh wholesalers, consisting of F. R. Babcock, J. B. Montgomery and W. H. Schuette.

Carriage Men Alarmed at High Costs

After an all-day session at the hotel Gibson, Cincinnati, during which the principal subject discussed was the high cost of material and the difficulty of getting it, due to the shortage of freight cars, fifty of the leading carriage manufacturers of the United States left Cincinnati last week with business unfinished, and will return for another meeting March 30.

As a result of the coming meeting, it is believed, the Interstate Commerce Commission will be appealed to in an effort to reduce the high cost of building carriages.

Theodore Luth of Cincinnati, president of the Carriage Builders' National Association, who called both meetings, announced that the manufacturers must place their orders at once if they expect to receive goods

during the present year. The railroad embargo on steel supplies used in making buggies, scarcity of these goods and sky-high prices, have combined to make carriage manufacturing extremely hazardous for those engaged in it.

Some manufacturers testified that, because of the freight congestion, they had to have shipments made by express, which heightened the expense. Several expressed the opinion that they would be fortunate to get shipments within the next year by freight, and all had hard-luck stories to tell, notwithstanding it was the unanimous opinion that sales are constantly increasing in spite of the popularity of the automobile.

As a few of the luckier manufacturers have a plentiful supply of material on hand, it is thought that a system of co-operation may be arranged to aid those less fortunate.

Five new applications for membership were received.

Memphians Solicit Important Conference

A motion was offered and adopted by unanimous vote at the regular semi-monthly meeting of the Lumbermen's Club of Memphis, March 3, instructing the secretary to extend an invitation to President John M. Woods, Secretary F. F. Fish and the entire executive committee of the National Hardwood Lumber Association to attend the next meeting of the club to be held Saturday, March 17. The question of the application of the inspection rules of the association will be the particular subject to be discussed at that time, and the members of the club want the presence of these gentlemen in order that whatever action is to be taken may be taken with as little delay as possible. The motion was offered by W. L. Crenshaw of the Crenshaw-Gary Lumber Company.

W. S. Mayes, who is conducting a hardwood lumber business under his own name at Covington, Tenn., filed his application for active membership. He will be voted on at the next regular meeting.

Resolutions prepared by R. S. Maddox, state forester, and presented by J. D. Allen, Jr., asking the club to endorse the movement looking to the creation of a strong sentiment throughout Tennessee for the prevention of forest fires, were unanimously adopted. This is to be a subject for legislation in Tennessee during the present session, and the forester is securing the endorsement of commercial bodies, and particularly lumber organizations, as an aid in passing this measure.

An invitation was read from the National Wholesale Lumber Dealers' Association, asking that the president and two other members of the club attend its forthcoming annual at Pittsburgh, March 21-22.

The question of preparing a float to be used in the pageant to celebrate the opening of the new bridge across the Mississippi river was referred to the publicity committee of the club.

Stephen S. Burnett, Buenos Aires and New York, who has spent considerable time in South America, making a study of the lumber business told the lumbermen of Memphis that lumber interests in South America were making rapid strides in the development of their resources and that they must be regarded as active competitors for European lumber business after the war is over. He intimated that prices were cheaper in South America than in this country, and pointed this out as making this threatened competition worthy of serious consideration.

The special committee appointed to consider changes in the constitution and by-laws recommended by S. M. Nickey in his valedictory address in December, reported favorably on these, and they will be voted on in the near future. They involve elimination of the provision that out-of-town members must be associate members, and give them the right to be either active or associate. They likewise provide that the publicity, information and statistics committee shall be dropped and that one committee, the



FAREWELL DINNER TO FRANK R. GADD AT THE UNION LEAGUE CLUB, CHICAGO, ON MONDAY NIGHT, FEBRUARY 26, JUST PRIOR TO HIS LEAVING FOR HIS NEW DUTIES AT CINCINNATI

house committee, shall be substituted therefor. At the time these changes are voted upon the club will take action regarding electing members after they have been recommended by the membership committee, by the executive committee instead of by secret ballot on the part of the general mem-

F. E. Stonebraker, secretary of the Southern Alluvial Land Association, outlined briefly the scope and purposes of that organization. He said that every legitimate effort would be put forth to attract settlers to the alluvial lands belonging to the members of the association and that after they were so attracted, all possible help would be tendered them. Mr. Stonebraker is enthusiastic over the outlook for the development of these properties. He regards their future as assured. He is particularly impressed with the passage of the flood control bill by Congress, and is sure that this will not only greatly aid the association in its work, but that it will add substantially to the value of the lands in question through insuring them against overflow. Following Mr. Stonebraker, V. H. Schoffelmayer, fieldagent of the association, entertained members of the club for quite a while with a statistical array calculated to impress upon them the wonderful field for development lying before the association.

There were seventy members and visitors present. R. C. Stimson presided in the absence of President May. The usual luncheon was served.

Schedule of N. L. M. A. Meetings in Chicago

Secretary Kellogg of the National Lumber Manufacturers' Association issued the following schedule for the coming meetings in Chicago:

MONDAY, APRIL 2

Meeting of advisory committee of the National Lumber Manufacturers' Inter-Insurance Exchange. Meeting begins at 10 A. M. in Room 720, Lumber Exchange Building.

TUESDAY, APRIL 3

Meeting of stockholders of the National Lumber Manufacturers' Association to elect directors for the ensuing year, followed by meeting of directors to elect officers of the National Lumber Manufacturers' Association. Meeting begins at 10 A. M. in Room 1809, LaSalle hotel.

WEDNESDAY AND THURSDAY, APRIL 4-5

General meeting of delegates to provide for the enlargement of the work of the National Lumber Manufacturers' Association on the basis of the increased support voted by the affiliated associations. Meeting begins at 10 A. M. in the Green Room, Congress hotel,

Principal questions to be considered include:

association work more effective.

What the N. L. M. A. Is Doing:
 Covered by reports and exhibits of officers and employees.
 What the Affiliated Associations Are Doing:
 Covered by reports of secretaries of affiliated associations.
 What the N. L. M. A. Should Do:
 Set forth in statements by chairmen of delegations from affiliated associations.

Set forth in statements by chairmen of delegations from affiliated associations.

How the Work of the National and of the Affiliated Associations Should Be Further Co-ordinated and Developed:
Covered by reports of special committee appointed at the first session.

Adoption of Plan of Action for Ensuing Year:
Statement of Increased Costs the Lumber Industry Must Face, Based on Present and Probable Future Conditions.

At convenient times during the week, conferences will be held by the traffic managers of the affiliated associations to consider the uniform classification proposed under I. C. C. Docket No. 8131-and of the association secretaries, to discuss means for avoiding duplication and making

With the Trade

Eggers Installs New Machine

The F. Eggers Veneer Seating Company, Two Rivers, Wis., has just installed a new rotary machine that will cut down to a three-inch core.

The Eggers company is very busy these days, and is constantly shipping out panels for use in phonograph and talking machine cabinets, as well as in its other lines of work. It is now operating four machines that are all running to full capacity.

Green Bay Company Is Thinking of Mill

The Tipler-Grossman Lumber Company, whose incorporation to start in business at Green Bay, Wis., has already been heralded in Hardwood RECORD, is reported to be considering the possibility of ultimately erecting a modern mill at Green Bay. It is stated that the project is contingent upon efforts of the corporation to acquire additional timber holdings, that the company now holds a tract of hardwoods in the vicinity of Long Lake, Wis., and that negotiations for other property are under way.

A. J. Tipler, president of the company, states that no specific plans are being made for the construction of a mill, and nothing will be done until more property is secured.

This Usually Happens in Fiction

William Van Nest, a retired carriage manufacturer of Tiffin, O., was recently found dead in his bed by LeRoy Cadwallader, a poor delivery boy, of whom the old man was fond. The body was found by the boy when he came to pay his aged friend a visit, and at the time life had been extinct for several days. The bulk of the \$25,000 estate of Mr. Van Nest was bequeathed to the boy by will.

Fay & Egan Annual Meeting
Nine directors as follows: Thomas P. Egan, Joseph Rawson, S. P. Egan, J. E. Bruce, F. T. Egan, A. A. Faber, C. P. Egan, C. H. Rembold and L. G. Robinson were elected by the stockholders of the J. A. Fay & Egan Co. at its recent annual meeting. The annual report showed sales of \$1,172,545; gross profits of \$182,098; charged off, \$90,206; net to surplus of \$91,583. The surplus totaled \$152,000.

President Egan stated that an important announcement would be made to stockholders soon

McFall-Heyser Company Files Denial Another interesting chapter in the McFall-Heyser Lumber Company bankruptcy matter was enacted at Cincinnati, O., last week, when the concern filed in United States district court an answer to the involuntary bankruptcy proceedings of the Oden-Elliott Lumber Company, Cincinnati, in which it denies that it is insolvent or that it transferred accounts receivable aggregating \$14,659 or any other sum to the National Bond and Investment Company upon a pre-existing debt with intent to prefer that company over other creditors, as charged in the petition. The McFall-Heyser concern, however, does admit that it transferred accounts amounting to \$16,545 to the investment company, but declares it received a cash consideration for a portion and surrender and retransfer of the remainder in accord with a pre existing contract. The McFall-Heyser company asks that the bankruptcy proceedings be dismissed. The suit, pending now for several weeks, has attracted considerable attention among lumber men, because of the prominence of the two principals in the proceedings.

Howard F. Weiss Reported to Have Resigned

An apparently authentic report comes from Madison, Wis., saying that Howard F. Weiss, director of the government Forest Products Laboratory there, resigned on March 1.

Mr. Weiss has been in charge at Madison for four years, and was with the government for eight years prior to assuming the directorship of the laboratory.

The report states that he will become associated with the C. F. Burgess Laboratories, Inc., at Madison, and will direct a new division of research and development in the field of forest products.

Geo. D. Burgess Improving

George D. Burgess, president of the National Lumber Exporters' Association, reached Memphis March 5 from Baltimore, where he had been ill for quite a while. He was accompanied by Mrs. Burgess and his son. His partner, W. H. Russe, said that Mr. Burgess stood the trip remarkably well, and that while he was somewhat weak, he looked much better than expected. Mr. Burgess was taken seriously ill in New York some time ago, and as soon as he was able to travel was taken to the home of his wife's sister in Baltimore. He remained there until he was able to complete the last leg of his journey. His many friends are congratulating him on his recovery so far, and are hopeful that he will soon be able to be about his business again.

Horrible Tragedy in Lumberman's Family

The friends of William Caffisch, general superintendent of the Emporium Lumber Company, Utica, N. Y., were shocked to learn of his death, which occurred on February 25, and of the terrible railroad tragedy, which resulted two days later in the death of three of his children, four of his grandchildren, his son-in-law and a sister of the son-in-law. All were en route to Mr. Caflisch's funeral, and were passengers on the Mercantile Express of the Pennsylvania Railroad, which met with a rear end collision at Mt. Union, Pa., when twenty persons lost their lives. Mr. Caflisch's three children who were killed were Martin Allen Caffisch, twenty years old; Mrs. Chester A. Minds, wife of a coal operator of Ramey, Pa., who also was killed, and Mrs. Segur Delling of Cleveland, O. The four grandchildren killed were: Owen Minds, three weeks old; Dottie, Richard and Jean Owens, children of Mrs. A. L. Owens, of Cranberry Lake. Miss Maude Minds of Ramey, was another victim. The collision occurred during a fog and shortly after midnight, a freight train telescoping the rear car of the passenger train. It is claimed that the freight engineer ran past signals. The passenger train was twelve minutes late.

William Caffisch, who was one of the chief owners of the Emporium Lumber Company, died in a New York hospital after an operation. He left home on February 3 with his wife and was taken ill soon afterward. It was thought necessary to have an operation and from this he failed to rally. He was sixty-one years old and was born at Cherry Creek, N. Y., accompanying his parents in boyhood to Union City, Pa. He entered the hardwood lumber busniess with his brother-in-law, William L. Sykes, and they formed the Emporium Lumber Company, with mills at Galeton and . Austin. He became a recognized authority on hardwood lumber, and when the company a few years ago bought a large tract in the Adirondacks he became general superintendent of its operations in the Cranberry Lake district, with headquarters at Conifer. He was also much interested in forestry. He was a director in the Emporium Lumber Company, the Emporium Forestry Company, and the Grass River Railroad Company. He was an influential member of the Methodist church. Surviving him are his wife and two daughters, Mrs. A. L. Owens, of Cranberry Lake, and Mrs. Harry Helpman of New Athens, O.

The funeral of William Caflisch, his son, Martin Allen Caflisch, his daughter, Mrs. Delling, and the three Owens children, was held at Utica at 2 P. M., March 1. The attendance was very large, including the employes of the Emporium Lumber Company, a delegation of students from St. John's Military Academy, where Allen Caffisch recently attended school, and many other friends. The burials were at Union City, Pa.

Paine Lumber Company Out of Debt

Two big events u, the active of the Paine Lumber Company (Ltd.), of Oshkosh, Wis, tool place last week. The company has been in the hands of receivers for over two years, and on Saturday of last week Circuit Judge George W. Barmill authorized the receivers to pay off the balance of the indebtedness which approximates \$191,000, the same being fifteen per cent of the original indebtedness of the company. The receivers announced cash on hand and notes receivable sufficient to meet the final obligations. They also secured permission of the court to issue promissory notes in be half of the company to an amount not to exceed \$125,000 up to June 1 of this year.

The other great event in the annals of the company's affairs was the announcement of a distribution to employes in the form of wage increases and wage divisions in the sum of \$120,000 for the current year, of which \$70,000 will be in wage increases to the 1,700 employes, and \$50,000 in dividends or bonuses. The wage increases range from five to twelve and a half per cent, while the bonus money depends largely upon the term of employment. The increases are of March 1.

Pertinent Information

Building Operations for February

The expected has happened. For the first time in twenty-one months, the monthly statement of building operations shows a decrease as compared with the corresponding month of the previous year. In July, 1915, building operations were 15 per cent below those of July 1, 1914, the latter month being that immediately preceding the outbreak of the European war. Each succeeding month, since July, 1915, has shown the comparative gain. It was very slender, once or twice, merely a thin edge, but the showing was always on the right side. Now comes the occasion for using red ink in striking the balance.

The building permits, issued in 102 principal cities for February, 1917, according to official figures, received by the American Contractor, Chicago, total \$51,232,686, compared with \$54,021,755 for February, 1916, a decrease of 5 per cent. The number of permits also shows a decrease from 16,977 to 14,235.

The losses are by no means uniform—only 53 tose in the comparison, 49, or nearly one-half, gaining in volume over a year ago. New York City makes a substantial gain, due to the increased activities in Manhattan. Philadelphia also scores the substantial increase of 66 per cent. But Chicago loses out by 50 per cent and Boston and St. Louis show smaller shrinkages. Cleveland makes the sharp gain of 79 per cent. And so the records go, pro and con.

There is a bright side to the statement. It is generally agreed that considerable construction work is being held up on account of the high prices of material and also on account of the difficulty of procuring early deliveries of steel and some other forms of material. This large latent volume of work will doubtless come into view with a change in the conditions noted.

Historic Beech Tree

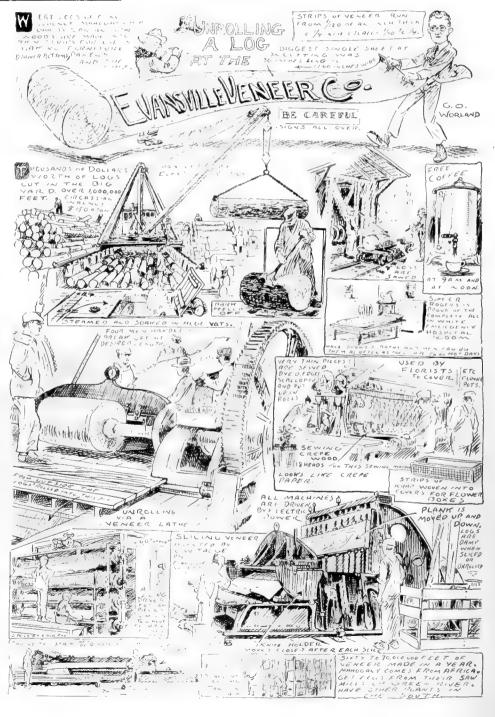
On land belonging to W. H. Potter, in Letcher county, not so far from Lexington, Ky., there stands on the banks of Boone's Creek, 300 feet from that stream's confluence with the north fork of the Kentucky river, a historic beech tree. A section of this majestic sentinel of the forest has recently been cut by Mrs. R. L. Pilling, historian of the Bryan Station Chapter U. D. C. by permission of the owner of the tree. The section, or slab cut from the tree bears this inscription, deeply cut, "D. B. 1781."

The slab was brought to Lexington a few days ago and will be forwarded to Washington to be placed permanently on display in the Kentucky room of Continental hall. Tradition in the foothills of the Cumberlands has established that the initials were cut out by Daniel Boone, the Kentucky pioneer, who is known to have camped near the tree's location. The initials stand out boldly and if not actually cut by Boone, at least were cut many years ago, as experts who examined the initials testify.

White Birch Paving Blocks

Reports on the 1915 and 1916 inspections of the experimental wood block payements in Minneapolis credited white birch with a remarkable showing. After ten years of service it was found to be in fully as good condition as longleaf pine. A report received by the laboratory from a company which laid both white birch and longleaf pine blocks in a factory floor in 1909, stated that the white birch was much more satisfactory than the pine. It seems likely that if white birch can be delivered to treating plants in such condition that there will be only a small loss during the manufacture, it may find a wide use as paving block material. Efforts are now being made to determine whether this can be satisfactorily accomplished; and the Forest Products Laboratory is also trying to locate and secure reports on other white birch payements.

K. K. Knecht, cartoonist with the Evansville Courier, Evansville, Ind., has been engaged in working up a series of graphic illustrations describing the industries of Evansville, entitled: "Through Evansville Work Shops with K. K. Knecht." The modern plant of the Evansville Veneer Company is No. 5 in the series, and Mr. Knecht's illustration is reproduced on this page. It is especially valuable in that it gives to the layman a general idea of the method of producing veneers.



Carl H. Donaldson

Carl H. Donaldson, secretary-treasurer of the Mason-Donaldson Lumber Company, Rhinelander, Wis., died suddenly a week ago as a result of heart failure. Mr. Donaldson was forty years old. He has been connected with the Mason-Donaldson Lumber Company for several years and in connection with George W. Mason, president, has built up one of the largest hardwood operations in the North, his firm being recognized as handling a quantity of hardwood lumber comparable in extent to any of the institutions in Wisconsin.

Mr. Donaldson had been a lumberman for a good many years and had a very wide acquaintance all over the hardwood field.

Possible Sources of Yellow Dye

Tests have proved that the wood of Osage orange is a profitable source of yellow dye.

That is not the only tree in this country whose yellow wood might be valuable as dye material. The tree that grows in southern Texas where it is known as retama has wood of a deeper yellow than that of Osage orange. The color is principally in the thick sapwood. Botanically, the species is known as Parkinsonia aculcata. It is a characteristic of the tree to send up several trunks instead of one large one. It is related to the locusts and bears pods which sometimes cause the name "horsebean" to be given to the tree. The species is fairly abundant between San Antonio and Brownsville, Texas, and it grows also in Mexico, Arizona, and California.

Another tree or shrub of the same region has wood as yellow as sulphur. The species is called algerita (Berberis trifoliata). It is seldom more than three inches in diameter at the ground, and on account of small size is not recognized as a tree. It grows well in cultivation, and in southern Texas is planted in gardens for its berries.

So far as can be ascertained, no attempt has ever been made to try out these woods for dyes. The wood's deep color suggests that exploitation might be profitable.

This Country Leads

The United States now has more complete and reliable data on the mechanical properties of wood than any other nation. In addition to mechanical data, the government's laboratory at Madison, Wis., is arranging to investigate the chemical properties of the different species of our woods, in order to facilitate their utilization along chemical lines, such as wood distillation, pulp making, and the naval stores industry.

Difficulties of the Lumber Business

The following account of difficulties in the lumber industry is from the pen of Edward Hines, the well-known lumberman:

pen of Edward Hines, the well-known lumberman:

The lumber industry, most particularly is suffering largely on account of the prosperity enjoyed by what largely comes in competition with it, namely, the steel industry. The war has hurt us materially, but has greatly helped the steel industry.

One illustration is Virginia, Minn., where we have the largest northern pine plant in the United States located right in the heart of the iron ore mines. The steel interests in order to secure the necessary help and keep their mines going, attendant on getting a tremendous price for all classes of steel, and its various accessories, are working three eight-hour shifts, paying from \$2.75 to \$3.00 per day for common labor.

Two years ago our average wage scale paid in the woods was from \$16 to \$25 per month and board, and it either meant that the men would take this or be out of employment. Immediately tollowing the outbreak of the war the steel interests shut down their mines and threw out of employment a large amount of help.

Conditions now, with the mines running three shifts a day, and hiring

the steel interests shut down their mines and threw out of employment a large amount of help.

Conditions now, with the mines running three shifts a day, and hiring every available man, at wages which they claim are as low as they can get their labor for, has inflicted on our industry a great hardship, for the reason that our wage scale now for the same class of labor and for the same kind of work, is from \$40 to \$60 per month, or over 100 per cent higher. As we are feeding several thousand men we have necessarily made careful tabulation of costs, and find that as compared with a year ago, the cost of feeding alone is something like 72 per cent higher. Everything we are buying in the way of steel accessories, and we buy a great deal, has advanced over 100 per cent. We have had statements prepared, which show that the actual cost of doing our logging this year will be almost 100 per cent more than it was last season. The above refers to the woods end of the operation. In our manufacture of lumber at Virginia, where we, of course, employ laore skilled labor, our advance ranges about 33½ per cent higher, and with less efficiency. Then the cost of our supplies averages almost 100 per cent higher in the manufacturing end than a year ago.

From a careful tabulation of figures the average advance in the price of our lumber during the past year is about 10 per cent. Consider this slight advance, in view of the staggering advances we have to pay to produce the stock. The war has stopped the exportation of lumber, while in the steel industry it is stimulated in the way of orders for munitions of war.

Book on European Markets

Book on European Markets

The Department of Commerce announces that the Bureau of Foreign and Domestic Commerce has ready for sale a book dealing with the markets of the Mediterranean region, and the district known as the Near East. This is a thirty-two page booklet, which may be had for five cents a copy from the superintendent of documents, Washington, D. C., or any district office of the Bureau of Foreign and Domestic Commerce. The countries dealt with are Bulgaria, Egypt, France, Greece, Italy, Persia, Serbia, Spain and Turkey. The forest resources and lumber trade conditions of each are described, and some attention is paid to the countries which have in the past done most of the business, namely, Austria, Roumania and Russia.

Now Is Time to Build with Wood

In a recent paper by Edward Hines on the lumber situation, both present and prospective, he summed up the situation as follows:

To my mind there will never be a more opportune time to build with lumber. As soon as the war is over, if natural conditions prevail, Europe and the old world markets having had no lumber for the past three years, with the enormous amount of property destroyed, and particularly the railroads calling for so much lumber for ties, and other construction work, it should be followed by an active demand for lumber abroad, stimulating the price, and which, of necessity, must be reflected in our home markets.

It seems to me that there are countless advantages in mill construction buildings today, as against steel construction. First, you can get the timber and lumber promptly and, second, at a very low price, as compared with steel, and extremely low compared with the actual cost of producing it. Hence, it would seem to me that the architects, when acquainted with these conditions, would explain to prospective builders and the public, in such manner, as many having property or interested in large industrial affairs, would take advantage of these conditions in lumber, and with the present low rates of interest asked on money, and build now, and not wait for the uncertainties of the future. I cannot see anything indicative of labor becoming materially cheaper, even after the war, or, at least, for some time, and that is the only thing that the war might possibly reduce. Lumber can never be cheaper, but must yearly carry with it some advance to help take care of the actual carrying and interest charges.

New Use Suggested for Tupelo

The tupelo tree that grows in southern wet lands is characterized by butts that are greatly swelled. It seems to be a provision of nature whereby the tree can stand on soft land without sinking down. It is like a snow shoe which enables a man to stand on snow which would not bear his weight if not so shod. Other swamp trees are similarly provided with flaring, bell-shaped bases, among them being cypress, red gum, water elm, and pumpkin ash.

The wood constituting the swelled base of tupelo is much lighter in weight than that of the main body of the tree, and because of its lightness it is frequently rejected from shipments of tupelo lumber. The problem of finding a profitable use for this wood has long perplexed the lumbermen, and recently samples were sent to the government forest products laboratory, Madison, Wis., for tests, with the hope that some use might be suggested.

The laboratory recommended it for wood flour which requires a light, white wood. The manufacture of wood flour is not new, but there is plenty of room for it to grow. It is valuable as an absorbent of nitroglycerine in the manufacture of dynamite, is used for body in making linoleum, and for many other purposes. The supply of high-grade material from the tupelo lumber regions is practically unlimited.

A Year's Lumber Exports

Export figures of forest products for twelve months ending with December, 1916, have been published by the Department of Commerce. Some of the totals follow:

Hickory logs	64.396	Staves	3.565.142
Oak logs	37,000	Heading	239,846
Walnut logs	32,355	All other lumber	3.280,272
All other logs	776,326	Doors, sash, blinds	355,393
Firewood	203,824	Furniture	3,370,318
Square yellow pine	3,503,826	Hogsheads and barrels.	703,767
Other square timber	720,348	Incubators	76,667
Lumber	25,520,042	House finishings	429.162
Railroad ties	6,647,954	Woodenware	320,506
Shingles	59,611	Wood pulp	2.121.745
Box shooks		All other	8,413,278
Barrel shooks	1,397,154	_	-,,

Total\$59,862,756 Corresponding totals for preceding years were 1914, \$74,965,170; 1915, \$59.862,756 \$55,277,753.

Forest Fire Figures for One Year
The Forest Service has published its figures concerning the forest fires in the United States during 1915. The total number reported was 22,468, and the compiler was of the opinion that if all had been included the total would have reached 40,000. The aggregate area burned and reported was 3,306,650 acres, and the loss \$4,009,356. The causes of the fires are given: Railroads, 3,548; brush burners, 3,545; campers, 2,347; lightning, 2,298; incendiary, 1,751; miscellaneous, 2,384; unknown, 5,867. Fires caused by lightning were much more numerous west of the Rocky Mountains than east. Lightning is more frequent in the eastern section than in the western, but in the former rain always accompanies lightning, while it does not always do so farther west. The presence of rain doubtless diminishes the number of fires started by lightning.

A Waluable Hollow Tree
A mountaineer in West Virginia took twenty gallons of honey from a hollow tree. A swarm of bees had taken possession of the cavity and filled it with wild honey which brought the finder more money than he had made during the preceding six months digging ginsing and collecting coonskins.

Many Poles Used in the United States
The Forest Service, through its office of industrial investigations, has compiled statistics on the number of poles purchased annually in the United States. The figures represent between ninety and ninety-five per cent of the total, as naturally a good many small users did not report. The total figures were as follows: 1915, 4,078,000; 1911, 3,418,000; 1910, 3,871,000; 1909, 3,739,000; 1908, 3,249,000; 1907, 3,283,000.

Cedar is by far the most popular wood for this use, the total in this wood being equivalent in each year to more than the total of all other woods. Chestnut comes second; pine, third; oak, fourth, and cypress fifth. Chestnut is materially ahead of the other woods except cedar, although pine showed a decided gain from 1911 to 1915, in fact, it almost caught chestnut.

Hardwood News Notes

=≺ MISCELLANEOUS ≻=

The Northwestern Wood Products Manufacturing Company, Duluth, Minn., has changed its name to the Bay Excelsior Manufacturing Company. The Edward W. Stiles Lumber Company has been incorporated at Grand

The Edward W. Stiles Lumber Company has been incorporated at Grand Rapids, Mich., by Edward W., F. E. and H. F. Stiles, with a capital of \$30,000.

The Detroit Wood Prducts Company has succeeded the F. B. Eby Handle Company, Detroit, Mich.

N. A. Eddy, secretary of the Eddy Brothers & Co., Ltd., Bay City, Mich., died recently.

Voluntary petitions in bankruptcy have been filed by the following: Cyphers Incubator Company, Buffalo, N. Y.; the W. H. Wheeler Manufacturing Company, Bath, N. Y., and the Looschen Piano Case Company, Paterson, N. J., and an involuntary petition by the J. C. Neeley Company, Canton, O.

The hardwood flooring factory of the W. E. Williams Company at Oconto, Wis., completed about two weeks ago, will manufacture 25,000 feet of flooring daily, employing sixty men.

The death is reported of Byron A. Birdsell, president of the Birdsell Manufacturing Company, South Bend, Ind.

With A. M. Kirkland, H. A. Williams and J. D. Field as the incorporators, the Southern Dimension Oak Company has been incorporated at Ore City, Texas, with a capital of \$6,000.

The capital of the Belmont Casket Manufacturing Company, Bellaire, O., has been increased from \$100,000 to \$300,000, that of the Smeed Box Company, Cleveland, O., from \$30,000 to \$100,000, while an increase from \$100,000 to \$150,000 has been affected by the Globe Folding Box Company, Cincinnati, O.

The Arthur Bailey Lumber Company, New York, N. Y., has bought out J. J. Forcier, and will carry on its wholesale business, as well as storage and retail yard at 11-17 Richardson street, and 10-16 Bayard street, Brooklyn, N. Y., keeping a full line of hard and soft woods, both rough and dressed.

The Valley City Chair Company, Grand Rapids, Mich., through amended articles of association, has changed its name to the Grand Rapids Fiber Furniture Company, so it would be more appropriate to the line of goods manufactured, namely, "Fiber-Kraft" furniture. John Thwaites is president and manager; Charles M. Owne, vice-president; E. J. Adams, secretary and treasurer, and H. F. Wells, sales manager.

Among recent incorporations is the Collapsible Crate Manufacturing Company, Houston, Texas.

The Cordele Variety Works has recently been organized at Cordele, Ga., to manufacture step ladders, porch swings and plow beams.

The Manumotors Company, Manitowoc, Wis., is a reorganization of the Kawalle Brothers Company, which will manufacture chain drive motor boats, manumotors and the Eu-re-kar. The company is capitalized at \$20,000, and plans to erect a factory and extend operations on a large scale.

=< CHICAGO >====

Garrett E. Lamb, president of the Lamb-Fish Lumber Company, Charleston, Miss., passed through Chicago a week ago last Monday on his way to Clinton. Mr. Lamb came from Washington, and returned in time to join his wife for the inauguration. Mr. and Mrs. Lamb had been in Florida for some time and came up to Washington for the big event.

Raiph Jurden and J. N. Penrod spent several days in the city last week on business directly connected with Penrod, Jurden & McCowen, Memphis, Tenn., and the Penrod Walnut & Veneer Company, Kansas City, Mo.

Clarence Boyle, Inc., Lumber Exchange building, has increased its capital stock to \$25,000.

W. Barber, president and treasurer of the Central Locomotive & Car Works, city, died recently.

An involuntary petition in bankruptcy has been filed by the International Picture Frame Company.

The Foster-Munger Company, manufacturer of sash, doors and millwork,

has reincorporated with a capital of \$100,000.

The capital stock of the Lincoln Mill Company, Chicago, has been de-

creased to \$10,000.

The Lumber Service Corporation, with offices in the Peoples Gas building

The Lumber Service Corporation, with offices in the Peoples Gas building, Chicago, has increased its capital stock to \$5,000.

The recent death is announced of John D. Ross, president of the Brooks & Ross Lumber Company, Schofield, Wis., and of the C. C. Collins Lumber Company, Madison and Rhinelander, Wis.

Among panel manufacturers present at a conference in Chicago on March 6, were L. P. Groffman, St. Louis; D. E. Kline, Louisville; A. E. Gorham, Mt. Pleasant, Mich.; F. L. Zaug, New London, Wis.; E. W. Benjamin, Cadillac, Mich.; E. V. Knight, New Albany, Ind.

-----≺ BUFFALO >=

J. B. Wall, Buffalo Hardwood Lumber Company, is spending a short time in the South, looking after the company's production of poplar and cypress, which woods are moving quite freely.

Taylor & Crate find the weather favorable for the completion of the establishment of their new yard, on which progress was slow last month because of the severe storms.

G. Elias & Bro. are completing the construction of a new dock at which it was hoped to land lumber cargoes this coming lake season, but the dredging of the river is not going forward as rapidly as desired, and may be further delayed.

O. E. Yeager has returned from his several weeks trip to Florida and Cuba. He was in Havana on election, and several days following, and saw something of the revolution. The principal buildings were under quard

Cheesman Dodge, who had a wholesale lumber and planing mill business in this city for many years, died at his home here late last month at the age of eighty-seven years.

J. D. Rounds, a wholesale lumberman of Binghamton for several years, and formerly member of Mixer & Co., this city, died at his home on February 26, aged fifty-eight. He had been ill for several months. A son, Louis G. Rounds, has charge of the business of Mixer & Co., at Albany.

=≺ PITTSBURGH >----

The Graves Carriage Company, Springboro, Pa., will fit up its plant at once for the manufacture of motor car bodies.

John E. Du Bois, Du Bois, Pa., last month sold to the Ogden Lumber Company, Ogden, Utah, 300,000,000 feet of standing timber in Oregon, for about \$4,000,000.

The McFarland Lumber Company which, for ten years, has been cutting hardwood and hemlock in the Indian Creek valley near Connellsville, Pa., and has taken off about 700,000 feet of lumber per month during that period, has finished its operations there. The total area cleared was nearly 6,000 acres.

John Montgomery, vice-president of the American Lumber & Manufacturing Company, went to Washington lately to appear as a witness before the Interstate Commerce Commission to fight the increase in freight rates on lumber in the Fittsburgh district.

The Mayer Wagon Company, 6461 Frankstown avenue, let contract to the Walker-Curley Company of this city for a wagon works to cost \$12,000.

The plant of the F. Thompson Sawmill and Lumber Company, Russell, Pa., was burned February 23, with loss of about \$22,000. This was the biggest fire in that town in fifty years.

Charles S. Morrison, well-known hardwood lumberman, Bradford, Pa., died at his home in that city last Wednesday. He had been engaged in the lumber business for many years.

The Pittsburgh Wholesale Lumber Dealers' Association last week elected these officers for this year: President, C. V. McCreight, Ricks-McCreight Lumber Company; vice-president, E. H. Stoner, West Penn Lumber Company; secretary-treasurer, J. G. Criste, Interior Lumber Company; trustee: F. R. Babcock, Babcock Lumber Company; A. Rex Flinn, Duquesne Lumber Company, and A. J. Diebold, Forest Lumber Company.

=**≺** BOSTON **>**=

The trade of New England is to make a concerted effort to obtain retention of the transit privileges of holding and diversion which were effective to this district prior to the recent relief prohibitions. The prospect of withdrawal of these arrangements by the respective trunk roads is very disconcerting to a large portion of the trade and representations of the detriment to their business will be made by a number of lumber companies through the Boston Chamber of Commerce, before the Interstate Commerce Commission.

The N. Y., N. H. & H. R. R. has notified patrons that immediately effective the embargoes to New England will be cancelled, except cars to or via Boston and Maine points. The New Haven road is also filing notice of the suspension of hold over contracts at all heretofore existing junction points, except Harlem river.

New enterprises in the New England states include the Norwich Woodworking Company, Norwich, Conn.; the Merrimac Lumber Company, Merrimac, Mass.; the Commonwealth Lumber Company, Boston, and the M. & R. Flooring Company, Boston.

The Federal Lumber Company, 70 Kilby street, Boston, has moved to 20 Atlantic avenue.

=< BALTIMORE >----

Members of the hardwood lumber trade here were greatly interested in the action of the Interstate Commerce Commission at Washington on February 27, in suspending the increases in freight rates from Birmingham, Atlanta, and other points in the Southeast and Mississippi valley to Baltimore, Philadelphia, New York, Boston and other points in the East. They had protested against the increases as certain to impose serious hardships upon the trade, and had pointed out that orders for many millions of feet of lumber had been booked on the basis of the old prices, which would leave them only a small margin of profit, and that if the new rates were allowed to become effective this business would mean a positive loss, since labor cost and other items of production, as well as distribution, had gone up.

Taliaferro & Co., Richmond, Va., filed a petition in the United States district court there February 27, asking for the benefit of the bankruptcy law. The assets were given in the petition at \$84,475, and the Habilities

at \$95,885. About \$50,000 of the liabilities are in the form of notes held by Richmond and Petersburgh banks, which also have a number of acceptances given by the firm for lunder and timber. The assets include real estate, bonds and securities, together with accounts due.

David T. Carter of David T. Carter & Co., has succeeded in obtaining permission to establish a lumber yard on South Paca street, in South Baltimore, and is now having the desired improvements made before he moves there and lays in stocks. One of the improvements will be a one-story brick office; and another will be a shed.

The report of the building inspector of Baltimore for February discloses the fact that the value of new buildings for which permits were issued during the month was much smaller than for the same month last year. February, 1916, was one of the biggest months of the year, whereas last month shows a total of \$675,320. The total for the first two months of the current year amounts to \$1,030,470, which is also very much under last year, and shows the effect of the uncertainty in the international situation. Of course, there is much construction outside of the city proper, which greatly adds to the aggregate, and regarding which no accurate figures are obtainable. Furthermore, it is to be said that the weather has been unusually bad, and has held up construction work to a degree seldom experienced in the past. There is every prospect, consequently, that the deficiency thus far noted will be made up at least in large part later.

=≺ COLUMBUS >=

Severe weather conditions that prevailed during February are responsible for a falling off in building operations in Columbus. During the month 97 permits with a valuation of \$223,655 were issued, as compared to 163 permits and a valuation of \$314.225 in February, 1916. No concern is felt for building operations in the city during 1917, as prospects are bright in all lines.

Fifty of the leading carriage manufacturers of the United States met in Cincinnati to consider problems in connection with the high cost of lumber and other products entering into the manufacture of carriages. There will be another meeting March 30. An appeal to the Interstate Commerce Commission was considered.

A syndicate, of which H. E. Talbott, president of the City National bank and the Dayton Metal Products Company, is reported to be the head, has practically been completed for the purpose of merging various lumber concerns of Dayton into a single company, with a capital of \$1,000,000. The firms included in the consolidation are the Gebhart-Wuichet Company, the Dayton Lumber and Manufacturing Company, the John Rouzer Company, and the F. A. Requarth Company. Attorney Lee Warren James is conducting the negotiations for the firms, with prospect of success.

R. W. Horton, of the W. M. Ritter Lumber Company, reports a good demand for hardwoods, both from factories and retailers. Shipments are still delayed because of the car shortage, although some relief has been afforded during the past fortnight. Prices are firm and inclined to advance.

J. A. Ford, of the Imperial Lumber Company, says there is a good demand for hardwoods from the West Virginia field.

── < CLEVELAND >─

The Harvard Lumber Company has been organized to take over the retail business of the C. H. Foote Lumber Company, one of the largest hardwood firms in the district, and the stock and good-will of the Gill Lumber Company. The C. H. Foote Lumber Company will devote all its time from now on to the wholesale end of the business, which has grown rapidly in the last year.

What is claimed to be the largest wood flooring in any manufacturing establishment in this country soon will be installed in the new factory of the National Acme Machine Company, on the East Side here. The floor area will be seven and one-half acres. The material was supplied by the Republic Creosoting Company, Indianapolis, and will be installed by Weaver & Pace.

—≺ CINCINNATI ≻—

An item of general interest to lumbermen was brought back to Cincinnati from Florida by R. L. Murphy, agent of the Southern Railroad System in this city. Mr. Murphy was in attendance at the convention of shippers and crate manufacturers at Jacksonville. Steps were taken at this meeting, Mr. Murphy stated, to standardize the boxes and packages in which fruit is shipped from the South, so as to secure the maximum quantity to the shipper with the minimum freight car room, and to better the safe transportation of southern products. Box and crate manufacturers here are said to favor the idea pretty generally.

The legion of friends of Clinton Crane, head of C. Crane & Co., were relieved last week to learn of the gradual, although pronounced, improvement in Mr. Crane's condition. Mr. Crane has been ill for a while seriously, since the middle of January and his friends throughout the country trust sincerely that his improvement will be steady and lasting.

In the matter of the Clear Creek Coal and Lumber Company, bankrupt, J. L. Barr, Charles H. Warwick and Avery Handly, trustees in bankruptcy, last week filed their petition for review in the United States court of appeals, of an act of United States District Judge Edward R. Sanford of Nashville, Tenn., affirming an order of the referee allowing a claim of I. M. Statler and others for \$5,152 as a secured claim against the bankrupt estate.

The Mitchell Construction Company, composed of officers of the Mitchell Furniture Company, Cincinnati, manufacturer and retailer, was incorporated last week with a capitalization of \$10,000. The object of this new concern, it is stated, is to engage in interior decoration work principally.

The proposed increases in freight rates on vehicles from Toledo to Ohio river crossings and Virginia cities were found by the Interstate Commerce Commission not to be justified, and the suspended schedules, intended to become effective August, 1915, were ordered canceled. Cincinnati vehicle manufacturers have been watching developments in this case ever since the fight was commenced over a year ago.

Building figures for February show that \$245,370 more was put into building operations in last month than in February, 1916. The commissioner's belief that unusually severe weather retarded construction work to a large extent is shared by lumbermen and building supply dealers, who declare that with more open weather the increase would have been much greater.

The M. B. Farrin Lumber Company, one of the largest hardwood concerns in the city, intends to enlarge its shop department very extensively by putting on an additional story early this spring. The preliminary plans have been prepared by Architect Ben De Camp.

Some labor trouble was experienced in Cincinnati last week, which for a time threatened to tie up building operations, but the difficulties were ironed out without trouble. The home building constructors of Cincinnati and the contracting bricklayers and the bricklayers' union were at odds, being unable for a few days to agree on a new scale, but finally an agreement satisfactory to all concerned was arrived at, it is stated.

=≺ INDIANAPOLIS **>**=

Hardwood consuming plants, as well as other Indiana shippers, have been protesting to the Indiana Public Service Commission on the proposed enforcement by the Interstate Commerce Commission of the "home route rule." which would prohibit the loading of cars except for destinations that would return the cars to the roads owning them. March 15 has been set as the date by the commission for the final taking effect of this rule, the date for taking effect having already been postponed several times. The Public Service Commission has been asked to protest to the Interstate Commerce Commission against the taking effect of this rule, and it is alleged the enforcement of the rule will tend to restrict still further the use of available rolling stock on steam roads.

The Walkerton Lumber Company of Walkerton, Ind., is making extensive additions to its plant, adding a planer and saw to be operated by a fifteen H. P. motor. Storage facilities are to be increased and a cement block plant is to be added.

The Land-Dilks Company, Richmond, Ind., has been incorporated with a capitalization of \$25,000 to manufacture kitchen cabinets and other lines of furniture. About forty men will be employed at the start. The directors of the company are George Dilks, Walter E. Land, and Wilfred Jessup.

Incorporation papers were issued last week for the Speedway Lumber Company, Indianapolis, which has a capitalization of \$20,000. The company will maintain a yard near the Indianapolis Motor Speedway. The incorporators are Joseph G. Brannum, Roy H. Davidson, and William Hees.

The Seifer Furniture Company, East Chicago, Ind., has been incorporated with a capitalization of \$45,000. Directors are Peter Seifer, Milton Lewin, and Samuel D. Seifer.

William L. Brown, Mitchell, Ind., who has conducted a band mill there for several years, has sold the equipment to the Brinkley Lumber Company of Washington, Ind., which will engage in business at Brinkley, Ark. The mill is being dismantled now under Mr. Brown's direction, and is being taken to Brinkley. Mr. Brown is one of the incorporators of the Brinkley Lumber Company.

The McKinley & Lancaster planing mill at Bedford, Ind., has been destroyed by fire, the loss being covered partially by insurance.

R. D. Voorhees, Lebanon, Ind., has purchased the Garrett & McKinsey lumber yards of Frankfort, Ind., for \$20,000. Donald Byrd of Lebanon will be associated with Mr. Voorhees in the management of the business. The new owners took possession February 27.

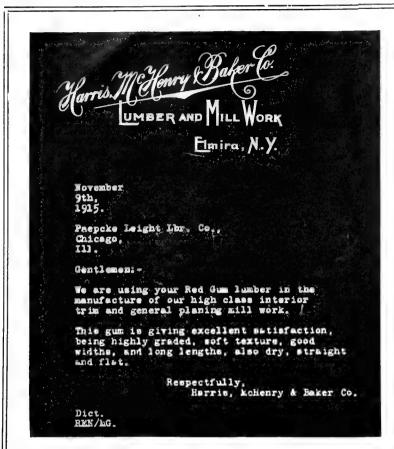
After a business career of thirty-three years Thomas H. Stoops, who has been conducting the Stoops Planing Mill at Connersville, Ind., has retired from business. He has sold the mill to the Fayette Lumber Company.

The Miller-Kemper Company has announced plans for doubling the capacity of its planing mill at Richmond, Ind. About \$20,000 will be expended in improvements and in buying new machinery.

The Mercer Lumber Company of Hartford City, Ind., has increased its capital stock from \$20,000 to \$25,000.

The Auburn Lumber Company, Auburn, Ind., has been incorporated with a capitalization of \$10,000, the directors being Peter Kuntz, Sr., Peter Kunz, Jr., and George W. Goodall.

Building operations in Memphis during January involved a total of \$246,785, an excess of \$41,220 compared with the same month last year. The weather was quite unfavorable during much of the month and there was a notable falling off in the number of residences constructed. The number of permits was much smaller than in February last year but, as already suggested, the total involved in actual dollars and cents was considerably larger. Numerous projects have been launched since March 1 and



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Paepcke Leicht Lumber Company CONWAY BUILDING 111 W. WASHINGTON ST. CHICAGO, ILL.

Band Mills: Helena and Blytheville, Ark.; Greenville, Miss.

the outlook for building operations is considered quite good. Reports from points in the Memphis territory indicate large activity in the same direction and handlers of building material are looking forward to an excellent business during the spring season.

The Arkansas Short Leaf Lumber Company, Pine Bluff, Ark., has purchased from the Chicago Land & Timber Company 130,000,000 feet of hardwood and yellow pine timber on 40,000 acres of land in Jefferson, Grant and Cleveland counties, together with the Anderson & Saline River Railway and the sawmill at Clio, Ark., which, it is reported, will be dismantled. The price paid was approximately \$300,000. The holdings involved in the foregoing transactions were formerly the property of the Bluff City Lumber Company which is now out of existence. J. M. Howards, manager of the Arkansas Short Leaf Lumber Company, says that the acquisition of this timber insures this firm, which is allied with the Long-Bell interests, a supply of raw material for four years. It already had enough in sight for three years, so that it is insured a sufficient supply for the next seven years. The hardwood timber amounts to about two-thirds of the total and this will be converted into hardwood flooring at the mill of the company at Pine Bluff. It is understood that the property acquired exhausts the greater portion of the hardwood and yellow pine timber in that territory, the remainder being in comparatively small and rather widely scattered

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, is in New York City looking after plans for the gum exhibit which has been installed and which will make an attractive part of the National Complete Building Exposition in Grand Central Palace. The exposition began March 5 and will continue until March 11. These exhibits have done a great deal toward placing gum in the proper light before architects, contractors, builders and other interests and the association is not hesitating to spend the necessary amount to make them as attractive as possible.

The Chickasaw Cooperage Company, Memphis, is rapidly completing a plant at Crowder, Miss., the terminus of the railroad owned by the estate of R. J. Darnell running from Batesville, Miss., a distance of seventeen miles. The Chickasaw Cooperage Company is rebuilding its plant at Memphis, destroyed by fire some time ago, but it announced shortly after this work was begun that it would not concentrate all of its more important operations in this territory at Memphis as under the old regime. The building of this plant at Crowder is therefore directly in line with the plans of the company to scatter its risk to a greater degree than heretofore. The necessary timber for the plant at Crowder will be secured from the timber holdings of R. J. Darnell, Inc., which is controlled by the executors of the estate of R. J. Darnell,

Lumber interests here are very much pleased with the passage of the flood control bill by Congress. They regard it as the greatest piece of legislation enacted in recent years and anticipate that it will be of inestimable advantage to them through the protection of their mills and other enterprises, to say nothing of the value it will add to the lands which they are clearing from time to time. John W. McClure, president of the Southern Alluvial Land Association, is authority for the statement that it is the most valuable legislation, so far as the South is concerned, since the establishment of the Panama canal and it goes without saying that his enthusiasm finds its counterpart in the case of every member of that organization. It is estimated that about 16,000,000 acres of these rich alluvial lands, heretofore useless because of fear of overflow, will in the course of time be rendered available for cultivation and that this will add tremendously to the agricultural possibilities of a wide area in the Mississippi valley. Lumber interests are certainly congratulating themselves on the fact that this piece of legislation escaped the final jam in the Senate and came through with the president's signature. Members of the Mississippi Levee Improvement Association are as enthusiastic as the lumbermen and every business organization in the Mississippl valley which helped along in the passage of this measure is happy that it has been written into the statutes of the nation.

≍ EVANSVILLE

The next regular monthly meeting of the Evansville Lumbermen's Club will be held on Tuesday evening, March 13, and President Worland is looking for a good attendance. Several important business matters will come up for discussion. A tempting business men's luncheon has been promised.

Charles Lieb, Rockport, Ind., who retired from Congress on March 4, after a service of four years, may re-engage in the lumber and box business at Rockport. He was in this business in Rockport for a number of years under firm name of Lieb & Artman.

The new handle factory of the Whitemore Handle Company, at Mt. Vernon, Ind., has about been completed. The company now has a larger capacity than it had in the old factory, and business is reported very good.

In the republican primaries that were held here Tuesday, March 6, Albert R. Messick, assistant manager for the Vulcan Plow Company, was nominated for mayor without opposition. Mr. Messick is well and favorably known among the lumber manufacturers in this section. Mayor Benjamin Bosse, president of the Globe-Bosse-World Furniture Company, also well known among the lumber people, received a renomination at the hands of the democratic party. Both Mr. Messick and Mayor Bosse are men of splendid executive ability.

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Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The



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The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

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The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

→ NASHVILLE >==

The Hermitage Spoke Company of Nashville has amended its charter, changing the name to the Hermitage Hardwood Flooring Company and increased its capital stock from \$30,000 to \$60,000. The officers of the company continue the same, with I. F. McClean, president; L. D. Johnson, vice-president, and A. B. McClarty, secretary-treasurer. The company is having its plant remodeled and enlarged, and will have a daily capacity of 15,000 to 16,000 feet. Nashville is one of the most important flooring points in the country, and the addition of this plant will be an important acquisition to the local industry. The company expects to begin operation in turning out flooring in less than sixty days.

A. J. Robertson has purchased 14,000 acres of timberland near Centreville, and will erect a stave and sawmill to develop the property.

W. P. Parker & Son of Centreville, Tenn., have bought 535 acres of timberland for development.

Maryville (Tenn.) Lumber & Manufacturing Company, with capital stock of \$25,000, has been incorporated by H. C. Tarvin, Clay Cunningham, E. F. Ames, D. R. Goodard and J. H. Mitchell.

Nashville lumber firms, prevented from shipping direct to the East on account of embargoes, have been able to get through some shipments via New Orleans, and thence by ocean steamships.

James W. McCullough, aged ninety years, for over fifty years proprietor of the Capitol Plaining Mills of Nashville, died at his home in Nashville. Mr. McCullough was one of the pioneers of the lumber trade in Nashville, and was highly esteemed. He leaves a large family.

=< LOUISVILLE >=

Through the efforts of the Louisville branch of the Southern Hardwood Traffic Association, which protested before the Interstate Commerce Commission, proposed increases in rates on lumber and lumber products from the Mississippi valley and the scutheastern territory, to eastern and Canadian points, have been suspended until July 1.

The Louisville Point Lumber Company has closed down its plant, due to log shortage, embargoes and car shortage, but will shortly resume operations.

Smith Milton of the Churchill-Milton Lumber Co., Louisville, is back from the new plant at Greenwood, Miss., which was to have been operating early in March. Bad weather has occasioned many delays, and the plant will not be ready to operate until about April 1.

The demand for mahogany with the C. C. Mengel & Bro. Company has been so great that the company has been disposing of stocks as rapidly as

they can be cut and seasoned, and has been unable to get any stock ahead. The company is getting plenty of logs, bringing them into Pensacola, Fla., in its own ships, and by rail to Louisville. The mill is operating at capacity.

A separate Illinois charter has been filed by the Turner, Day & Woolworth Handle Company of Louisville, in order that the company may do business under its own name in that state, it having a large plant at Cairo, Ill., which has been operated under another title. The capital of the Illinois corporation is placed at \$50,975. Charles D. Gates is president.

News was received in Louisville a few days ago to the effect that Robert M. Carrier of Sardis, Miss., is to be married on March 15 to Miss Lenore Woollard of Cleveland, Miss., daughter of a large cotton planter.

J. W. Carter, head of the Carter Lumber Company, Middlesboro, Ky., has sold his retail interests to A. H. Rennebaum, who will operate under a different title. Mr. Carter retains his wholesale interests, and will handle hardwoods and softwoods under the original firm name. He has also disposed of his planer at Big Stone Gap, Va., to P. H. Marsee, and Crockett Hawk, who have been managing the plant for Mr. Carter.

Amended articles of incorporation have been filed by the Reliable Lumber Company of Crittenden, Ky., changing the capital stock from \$3,000 to \$15.000.

The Kentucky-Tennessee-Virginia Log & Tie Company of Winchester, with a capital of \$10,000, has secured a charter. The charter parties are H. C. Woolf, Winchester; C. E. Cofer and M. J. Cofer, Pineville. The company will buy and sell timberland, timber and timber products, and do a manufacturing business. Mr. Woolf is also one of the incorporators of the Cumberland Valley Tie Company of Winchester, which has filed amended articles, increasing its capital from \$2,000 to \$5,000, and naming besides Mr. Woolf, L. H. Shipp, Ed Rabe and K. C. Woolf. Representing the Harmount Tie & Lumber Company, of which he is manager, Mr. Woolf has closed a timber deal for the 2,000 acre Frith tract at Broadhead, Ky., and is planning to install two mills, and cut 60,000 ties and 3,000,000 feet of lumber.

Work has been started by W. H. Phillippi of Somerset, Ky., on cutting the timber from the 5,090 acre Miller tract in Wayne county, timber rights to which were recently secured by A. A. Humble & Sons of Somerset. The tract contains about 6,000,000 feet of lumber, principally hardwood.

A total of 60,000 acres of undeveloped coal and timber lands, near the headwaters of the Kentucky river, in Letcher and Knott counties, Ky., were recently sold by the Swift Coal & Timber Co. of Sergent, Ky., and Lake Charles, La., to L. F. Carey, and associates of Richmond, Va., representing the Letcher County Coal Corporation. The new owners are proparing to install roads, bridges and rails, and start developments this spring. The deal is one of the largest in several years, and runs into the millions, it is said.

—≺ ARKANSAS >=

W. L. Briscoe and W. H. Lephiew last week organized the Dermott Tupelo Lumber Company at Dermott, Ark. They have purchased a tract of timber about one mile north of Dermott containing sufficient supply to run for a period of two years, and expect to erect a mill on it at once.

The American Plug Company was last week organized in Pine Bluff. It has for its purpose the manufacture of articles from wood, and will operate a plant at Dexter. Ark. The capital stock of the new concern is placed at \$4.800, all of which has been subscribed. J. B. Ezell is president

WE MANUFACTURE bandsawed, plain and quarter sawed

WHITE AND RED OAK AND YELLOW POPLAR

We make a specialty of Oak and Hickory Implement, Wagon and Vehicle Stock in the rough.

Your inquiries solicited

ARLINGTON LUMBER CO., Arlington, Kentucky

L-B QUALITY

—Kraetzer Cured—

GUM LUMBER OAK LUMBER OAK FLOORING

(The Famous Forked-Leaf Brand)
Southern Yellow Pine Unexcelled for Crating.
We have 115,000,000 feet in pile.
Accurately Manufactured, Carefully Graded, Priced Right

Long-Bell Lumber Company

R. A. Long Building

Kansas City, Mo.

The following stock is in excellent condition, ready for immediate shipment

1	
5/4 No. 3	Elm & Ash
	Elm & Ash
4/4 No. 1	& Btr. Birch 51,000
	Birch 202,000
	Birch
6/4 No. 3	Birch 8,000
4/4 No. 3 5/4 No. 3	Maple
Ideal	
Hardwood Sawmill	
T TO THE REAL PROPERTY.	
	2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1

Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company

Masonville, Michigan

of the α minums, while W. R. Wilson is vice-president and C. S. McNew is secretary and treasurer.

The Tyronza Lumber Company, which had its origin under the laws of Rhode Island, on February 23 filed a certificate with the secretary of state of Arkansas, announcing that it had surrendered its charter.

About \$30,000 worth of lumber was destroyed on the yard of the T. J. Ellis Lumber Company at Ellisville on March 3, by fire. Considerably more destruction would have been wrought but for the heroic efforts of the town residents, who turned out in a body and volunteered their services in fighting the fire. In this fight, they were materially aided by a favorable wind. The origin of the fire is unknown.

The thirteenth annual convention of the Arkansas Association of Lumber Dealers will be held in the Marion Hotel on Friday, March 23. The program and final arrangements have about been completed and it is expected that a good attendance will be had.

Gov. Chas. H. Brough last week signed an act just passed by the General Assembly empowering the United States Government to acquire non-agricultural lands in Arkansas for the purpose of enlarging the scope of the work being done by the national forest in this state. It is the aim of this law to protect the present stand of timber from fire and other harmful and wasteful elements, and to grow an additional crop of timber by the process of re-forestation, under a co-operative plan between the state and nation. The plan has the endorsement of the United States Government Forest Service and its officials in this state.

---≺ WISCONSIN ≻=

Because of inability to get freight cars, the plant of the Automatic Cradle Manufacturing Company, Stevens Point, Wis., has shut down.

The first bonus of the Northwestern Cooperage Company, Gladstone, Mich., was recently paid to its employes. Under the system every workman in the employ of the company is to receive a subsidiary check of \$7 every two weeks.

Ex-senator Isaac Stephenson, famous lumberman, Marinette, Wis., recently received a censored letter from his son, Grant, now on the battleship Utah as a lieutenant in the U. S. Naval Reserve, informing him that the Utah is cruising equatorial seas on its training trip with a crew of young seamen.

The Joerns Brothers Manufacturing Company, manufacturing tables, desks, sectional book cases, etc., Stevens Point, Wis., has augmented its factory force at Stevens Point since the fire in the Sheboygan plant of the company. A large part of the former Sheboygan crew has been shifted to Stevens Point and the company will endeavor to make up time lost through its recent incapacity. Paul Joerns, president, recently announced that the Stevens Point plant may be organized as a separate concern with a capital stock of \$100,000.

The Max Schuelke Organ Company, Milwaukee, Wis., has adjusted itself to an increase in business by filing articles of incorporation with a capital stock of \$25,000. The incorporators are Max Schuelke, Della Schuelke and Edward Yockey.

The Paine Lumber Company, sash and doors, Oshkosh, Wis., has made an extensive wage advance whereby the annual pay roll will be increased by \$70,000. The company employs between 1,600 and 1,700 people, 75 per cent of whom will benefit by the new plan. The advance has been made on the basis of individual merit and varies from 5 to 12½ per cent. All employes who will have been with the company a whole year on Jan. 1, 1918, will receive a share in the profits at that time. It is said that the company is now in a position to pay off all existing indebtedness.

August W. Ziebell, Wausau, Wis., one of the oldest land cruisers and timber estimators in northern Wisconsin, died recently at his home.

A. J. Weber & Co., sash and doors, Racine, Wis., has purchased the property of the Racine Puttyless Window Company, including the factory buildings, real estate, machinery, and all stock, for a price understood to be in excess of \$20,000. The Puttyless Window Company went into receivership a short time ago. The Weber company will operate the window plant, either separately or in combination with its present plant.

The Phelps-Hackley-Bonnell Company, Phelps, Wis., has purchased the sawmill machinery of the Peshtigo Lumber Company, Peshtigo, Wis., and will ship it to Phelps as soon as the new mill accommodations at that place are completed. The old mill was destroyed by fire last October.

Oshkosh, Wis., is to have a motor boat factory and garage, according to plans of Dr. W. C. F. Witte, of Milwaukee, Wis., and Harry W. Lewls, Oshkosh. Dr. Witte recently purchased a suitable location for such an establishment and the purpose of the two men is to provide such opportunities for recreation as will lure the summer-resorting element from Chicago and Minneapolis to enjoy the sailing and motoring facilities offered by Lake Winnebago. The place will be fitted to accommodate the storage of 300 motor boats.

With the lumber country of northern Wisconsin under about five feet of snow, which has greatly hindered logging, there is great danger of a flood as soon as continuous days of warm weather come. Because of its many tributaries and the large area they traverse, the Wisconsin river territory is especially susceptible to abnormal drainage conditions.

B. Schaefer & Sons Company, Schleisingerville, Wis., are contemplating an addition to its organ factory, work to commence as soon as building conditions become favorable.

The Manifowoc Seating Works Company, formerly manufacturing all kinds of chair seats in Manitowoc, Wis., has filed notice of dissolution.

The Janesville Carriage Works, Janesville, Wis., has completely changed its management and organization financially with the investment of new capital and the adoption of new business policies, and is now remodeling its factory. The company will maintain its large repair shop and will specialize in the manufacture of motor bus and motor hearse bodies.

The big sawmill of the Willow River Lumber Company, Hayward, Wis., has commenced operations with a full force of men and will run until late in fall if the amount of orders on hand is a determining factor.

New and modern machinery is being installed in the sawmill of the Rust-Owen Lumber Company, at Drummond, Wis., during which time the mill will be shut down. Making the necessary improvements will require about two months.

The Hardwood Market

=< CHICAGO >=

Things are still a bit slack around town, that is, they are slack as far as future orders are concerned. There is hardly a company in town that isn't loaded to the guards with business, and there is still far more concern over the possibility of shipment than over future orders. Most of the local trade seems to feel that even though a slick slackness should continue for sometime, the difficulty of moving stocks will more than preclude the possibility of over-accumulation of unsold lumber at mill points. So the tendency of the trade is to view the situation optimistically, and concentrate all efforts to moving the stuff out so that the pay checks may come in.

Oak seems to have shown considerable improvement in the local market of late, but it has not improved to the detriment of any competing woods as all have shown constant and consistent advancement.

=≺ BUFFALO >=

The hardwood trade is just now much interfered with by embargoes, which shut off a large part of the stocks wanted. The supply of cars has also been less than formerly in this market, and a good deal of delay ensues oftentimes in getting a car placed. It takes several days to get lumber started. The local yards have a large amount of lumber en route from the southern mills, and when this arrives they will be in much better shape to fill orders than at present. Stocks here are getting considerably broken and when lumber comes in it is quite likely to go out immediately. Prices are generally holding quite strong, with some advances.

Most of the hardwoods are in fair demand, though it is not possible to fill orders promptly as a rule and many inquiries are for stocks which are not available. The congestion on the railroads has led to a good allaround demand upon the Buffalo market for lumber wanted in a hurry, and this has cut into supplies largely. The yards have placed orders for a large amount of new stock, and this is now coming in slowly. Among the chief woods in demand are maple, ash, birch, oak, poplar and basswood.

One hardwood shipper reports that he is not able to sell much oak, but he thinks it will soon be more active. Poplar has long been rather quiet, but the lower grades are improving. Gum sells fairly well. The principal sellers are maple, birch and basswood. A great part of the product of south of the Ohio is cut off at present by railroad embargoes, and wholesalers are depending as much as possible on the cut of Pennsylvania and New York state. Some of them have gone into the Catskills for lumber, which is the first report of operations in that section.

=-≺ PITTSBURGH **>**=

With the approach of spring wholesalers in hardwoods are more firm every day in their belief that business is going to be strong and that prices will rule very high. Advance inquiries from manufacturing and industrial concerns indicate that a large amount of lumber will be contracted for before April 1. There never has been so much inquiry for medium grade hardwoods for mining companies, and this stock is hard to get, and going higher. Automobile inquiry is very good. It is a question only of getting the stock and getting it delivered. From the railroads there is a very substantial call for lumber, especially for oak timbers and for ties and poles. Glass manufacturers are taking just as large deliveries as they can get and are putting in new orders for summer needs. The freight situation has not improved any during the past month, and all orders are very badly delayed. Prices everywhere are on the uptrend. Retailers are beginning to take hold of the market again, and with more building in sight, are likely to be big buyers the next few weeks.

=≺. BOSTON

The hardwood trade continues active with a marked improvement in the ability to get stock through. The business in northern lumber for manufacturing trade is very strong, and building permits on the average are well above last year's figures, although a few cities report a decrease. The firm advances in quotations on many items are uniformly held, and as a rule buying is for actual needs, with considerable contracting for periodical and long time delivering.



Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak

CHAS. H. BARNABY

Greencastle, Indiana

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and Guaranteed Inspection

FRANK PURCELL

515 Dwight Building, KANSAS CITY, MO.

WE own large tracts of selected timber in the Knoxville territory and cut a really high grade line of lumber in oak, maple and other southern hardwoods.

We are honestly convinced that there would be a mutual advantage in our knowing each other.

IF YOU ARE BUYING NOW OUR STOCK LIST WOULD HELP YOU

Maples Lumber Co. KNOXVILLE, TENNESSEE



Oak Maple Chestnut

Manufacturers and Dealers

West Virginia and Southern
HARDWOODS

The Atlas Lumber & Mfg. Co. Union Trust Building, CINCINNATI, OHIO

BLISS-COOK OAK CO.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

OUR SPECIALTY St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods
—— Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office, QUIGLEY, ARK. Postoffice and Telegraph Office, HETH, ARK,

→ BALTIMORE >=

The had broad lumber trade situation continues to present serious difficulties by reason of the interference with transportation, which prevents the business from attaining the volume it would reach otherwise, and which has occasioned more or less uncertainty for some time. Producers not less than dealers can get plenty of orders, but find themselves in many instances prevented from filling them. Cars are on the way to points of destination from places of origin for weeks and even months, if they are obtainable at all, which latter is frequently not the case; and the volume of business is thus held down to relatively small proportions. At that it has sufficed of late to take up the output of the mills, so that it cannot be said that large accumulations of lumber prevail at producing points. The weather has interfered with work at the mills, and the scarcity of labor has proved another impediment. The climatic conditions may be expected to change for the better with the advance of the season, but there is no prospect of an improvement in the working forces, and the cost of production is certain to undergo a further increase, which will, of course, necessitate a revision of prices. Freight embargoes imposed by the railroads have prevented shipments going into the eastern territory, but are also to be regarded as general, with the result that the stocks of hardwoods in the hands of the users have in numerous instances run very low. Earnest efforts are now being made to replenish them, though with very indifferent results. At the present time it is not a question of prices, but almost entirely of ability to make shipment. The seller who can guarantee delivery at a certain time will get the business regardless of other consideration. Doubt had been expressed early in the year regarding the permanence of the then prevailing values, and some members of the trade had hesitated to place orders on that account; but all such hesitancy has disappeared, though with no better results to the trade than before. All woods are affected about alike, and the range of the quotations is as a whole higher. All the members of the trade here state that they have been quite busy, and that they could have done much more but for the railroad car shortage and other similar drawbacks. As for the exports, they are likely to be still more restricted in the future than they have been. The decision of the British government is to exclude lumber and logs entirely as articles of import; and since the United Kingdom has for many months constituted the principal foreign market, a virtual cessation of shipments may be expected, with perhaps the exception of spruce, which is needed in large quantities for military purposes.

— ≺ COLUMBUS ≻=

Strength is the chief feature of the hardwood trade in Ohio territory. Buying is good and is about equally distributed between retailers and factories. Lumbermen generally expect a good hardwood demand during the early spring months.

Retailers are rather short of stocks as shipments have been slow. Car shortage and railroad congestion have worked havoc in deliveries, and many orders are on the road for from two weeks to two months. Mill stocks are rather good and much awaits shipment North. Box and furniture concerns are active buyers of certain grades of hardwoods. There is also considerable buying on the part of vehicle and implement concerns. Building operations, while slow during February, because of severe weather, show prospects of being quite active when the spring season starts. Collections are usually good.

Quartered oak is active and there is a good demand for plain oak stocks at former levels. Poplar is being called for, the lower grades being especially strong. Chestnut, basswood and ash are moving well. Other hardwoods are unchanged.

==< CLEVELAND **>**=

Continuance of embargoes, or, as the railroads like to call it, car shortage, which amounts to the same thing as far as cutting down the supplies of material coming into the hands of local interests, has served to bring about the predicted advances in hardwoods in this district. The most significant advances have been in oak and maple flooring, for which there is the heaviest demand in this division of the lumber trade. Oak flooring is from \$1 to \$2 higher in the last two weeks. Similar advance has been effected in maple flooring. The new prices now are in effect in all vards. Ash also has been advanced \$1 to \$2. This material is now being taken more liberally than at any time in the last six months. Owing to the long drawn out winter yard stocks are falling off. With no material replenishment of supplies, there is reason to believe the market generally will go still higher. No actual change in prices on the finer hardwoods has been announced, although all descriptions are firming steadily, and lack of receipts is almost certain to bring higher prices. Cypress is stronger in sympathy with other varieties, following resumption of building activities that have been neglected during the recent severe weather. Most of this material is moving on contract, and distributors are not anxious to do new business under present conditions.

—≺ CINCINNATI ≻—

An unusually large list of orders for large blocks of timber gives ample evidence of a steadily improving market. Immense lumber requirements of the railroads, which are just beginning to come into the market indicate that business from this consuming source will this spring be the heaviest



PROOF THAT OUR CLAIM OF REVELY EXCEPTIONAL GUY LOGS IS BASED ON EVER UST AN AVERAGE LOT OF BOARDS AS THEY COME FROM THE MILL

LAMB-FISH LUMBER CO. Band Mill and General Offices: Charleston, Miss., U. S. A.

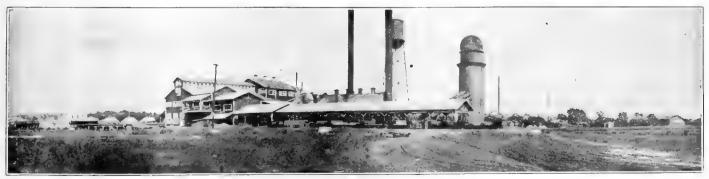
THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB"
Codes Used-Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

STOCK LIST FOR MARCH, 1917

	3 8	1 2	5 8	3 4	4 4	5 4	6 4	8 4	10 '4	12 4
1st & 2nds Qtd. White Oak 6 & up .	63,000									
1st & 2nds Qtd. White Oak 6 to 9".		93,000	80,000	38,000	142,000		1,500			
Com. & Better Otd. White Oak 80 & 20										7,000
1st & 2nds Qtd. White Oak 10" & up		58,000	12,000	30,000	18,000	1,500		7.000		
1st & 2nds Qtd. White Oak 12 & up						3,000				
No. 1 Common Qtd. White Oak			63,000	17,000	87,000	4,000	1,500			
No. 2 Common Otd. White Oak					109,000	2,000				
Clear Qtd. Strips 21/2-31/2 (sap no def)					24,000	_,000				
Com. & Better Strips 212-512 40 & 60'				6,000						
1st & 2nds Plain White Oak	255,000	83,000		0,000	200,000					
No. 1 Common Plain White Oak		21,000			150,000			8.000		
No. 2 Common Plain White Oak		,		5,000	100,000			0,000		
Sound Wormy White Oak				,						
		4.000			30,000					
1st & 2nds Plain Red Oak		4,000								
No. 1 Common Plain Red Oak					69,000		3,000			
No. 2 Common Plain Red Oak			8,000		150,000	13,000				
1st & 2nds Red Gum		452,000		91,000	4.4-4.4				*****	
No. 1 Common Red Gum		48,000			90,000				1,500	
No. 1 Common Figured Red Gum					41,000					
1st & 2nds Sap Gum 13" & wider					60,000					
1st & 2nds Sap Gum 18" & wider					11,000					
1st & 2nds Sap Gum 6 & up					49,000					
No. 3 Common Gum						40,000	6,000			
No. 1 Com. & Better TUPELO 60 & 40 7					18,000					
No. 2 Common ASH					32,000					
					,					

Our 1s & 2s in Plain Sawn stock will average 10" in width, No. 1 Common about 8½ to 9", both grades running 50% or better 14 and 16 ft. long. We have facilities for kiln-drying and surfacing.



GENERAL VIEW OF MAIN SAWMILL PLANT. Equipment two bands and four resaws.

Daily ten-hour capacity 150,000 feet.



Payson Smith Lumber Co MINNEAPOLIS, MINN

Mills in ARKANSAS **MISSOURI** WISCONSIN **MICHIGAN**

Dry Stock-For Quick Shipment

100M 1 "No. 3 Common Black Ash 100M 11/2" No. 3 Soft Elm 50M 1 "FAS Selected Red Birch—Choice 50M 1 "No. 1 Common Red Birch—Choice. 100M 1 "No. 2 Common Birch 1 small car 1" No. 2 & Better Soft Maple 40M 1 "No. 3 Common Plain Red Oak 100M 1 "No. 2 & Better Soft Elm

Can dress above one or two sides and resaw one or two cuts

PAYSON SMITH LUMBER Co.

Minneapolis, Minn.

Chicago Office: 1665 Old Colony Building



SEE HOW WE CARE FOR IT Payson Smith Lumber Co. MINNEAPOLIS, MINN.

You Can See Logs Like These on Our Yard Any Day



STIMSON VENEER AND LUMBER COMPANY, INC.

P. O. Box 1015

Memphis, Tenn.

MANUFACTURERS

Hardwood Lumber, Rotary Cut Veneers, Rotary Cut Gum Faces, Cross Banding and Cores.

The inquiries and orders are coming not only from the car building branch of the industry but from the repair departments as well. Nearly all the great trunk lines are receiving bids for thousands of wooden fregiht cars and Cincinnati is getting a fair share of this business. Since the first of January there has been a steady advance in the price of various building materials and at this writing indications point to still higher quotations in the near future. Early in the year when this advance first became really pronounced, it was predicted in building circles that it would have a deterring effect upon the home builder, but figures for building operations for January and February show healthy gains over last year and it is now believed by many that the situation will be accepted by the builders and a rush of work will begin as soon as the weather opens up. Of course, at this season, most of the construction work is that for which there is urgent need, but regardless of the cause the effect remains the same-more lumber is ordered. There has been little or no spectacular movement in any particular line recently, but the feature of the market may be the continued rise in demand and price of oak-this wood suddenly recovering its strength in this market about a month back and the rigidity with which it is maintained is very encouraging.

Gum is in excellent demand, prices have a pronounced tendency toward the ceiling and are held back only by the almost utter impossibility of fulfilling orders on anything like scheduled time owing to the scarcity of cars-and to make the matter worse, when a few cars are obtainable embargoes almost throughout the southern gum producing centers hold up shipments. Red and sap gum dealers are fellow sufferers. Thick maple seemed to jump into the lead in the northern hardwood movement recently, the demand being especially active, but stocks are very badly depletedalmost out of the market. Other maple grades also are in good request. Throughout the northern list, dry stocks are said to be in a really deplorable condition and prices are held on a very high level very rigidly. Birch is in excellent demand, the furniture manufacturers and flooring concerns being insistent in their demands, lucky when they find the stock available and favored by fortune if delivery is made quickly. Elm is finding a ready market with the vehicle and wheel manufacturers, hub blocks being especially in demand. Cottonwood, basswood and ash have no difficulty finding a ready market. The retail trade is beginning to open up in the cypress market, but this lumber probably feels the effect of the embargoes more than any other which usually finds a big market here. Prices are steady on previous high levels. The restricted supply has been the cause of a more firm shingle market.

===< INDIANAPOLIS ≻=

The demand for all hardwoods is strong and prices are still reaching for higher levels, but discouraging conditions are being faced by the trade as a result of an increasing lack of transportation facilities. The continued shortage of cars is bringing consuming plants to the point where they will be compelled to stop production. Storage facilities of many plants are being stacked with the products of the factories, but cars are not available to fill the orders.

The volume of business booked by the consuming plants is much heavier than normal, and less difficulty is experienced in many factories in procuring lumber than in procuring cars for the shipment of the finished product. Stocks are below normal at most of these plants. Wholesale hardwood dealers report that the demand has been exceptional, but complain that they are experiencing difficulty in causing delivery on account of embargoes and freight blockades.

The business as it relates to the delivery of products from the Indiana mills has not reached such an acute stage, although complaints are heard frequently that cars are not available for local shipments. Many prominent men in the industry feel that transportation conditions will improve in the near future, and are making their plans accordingly.

Quartered oak is being quoted at slightly higher prices. Gum and mahogany are in excellent demand, and prices are higher. Buying continues on a large scale despite increased prices.

Building operations for February show a gain in Indianapolis, amounting to \$115,979 over the corresponding period of 1916. The total value of operations was \$522,510. Hardwood flooring mills and veneer plants are working to capacity. The supply of timber at most of these plants is ample to care for present demands.

=≺ EVANSVILLE **>**=

Trade with the bardwood manufacturers in southern Indiana has been very active. Prices are firm. Prospective buyers, who have been holding off for two or three months in the hope that prices would get lower, have been disappointed. Manufacturers say they look for steady advances on certain grades. Quartered white oak is now in better demand than it has been for several weeks, and plain white oak is also in strong demand. Ash is strong, and a good deal of this timber is being sold to handle factories. Gum is still in good demand, much of it being purchased by the large furniture factories. Hickory is active, and indications are that it will continue in good demand. Walnut is almost at a standstill; little or no lumber is now being sent abroad, owing to the scarcity of boats and the dangers of going through the war zone. Several weeks ago local manufacturers sold a good deal of walnut to the British government to be used in the manufacture of aeroplanes. Elm is in better demand than it has been for several months. Maple is moving briskly. The best grades of poplar are stronger, while the lower grades have been in good call for several months. Cottonwood is moving fairly well and box factories report

they have been in the market for a good deal of this lumber. River mills have been getting some inquiries for quarkered symmeter.

Collections are good, and the general tone of the local business world is healthy. Building operations in Evansville are active in spite of the recent bad weather. The various wood consuming factories in Evansville and cities in southern Indiana and western Kentucky continue to run on good time and the outlook for summer and fall trade is good.

=< TOLEDO **>**=

There is no great change in the market conditions here and prospects for spring trade have never been better so far as demand is concerned. The call for lumber is strong, more so than usual at this season but the car congestion does not seem to be materially improved. Some lumber is coming into Toledo, but it is next to impossible to get cars for outbound shipments. Prices have not changed much, although there is a fairly strong upward tendency. The call for factory consumption is strong, and present indications are there will be a big call from the building trades. Prospects for spring building are unusually good, and many fine structures are being planned and erected, all of which will call for considerable hardwood. Taken altogether the outlook is one which is more than up to normal. The only fly in the ointment is the car situation, and in this Toledo suffers less than most of her sister cities, owing to the fact that this is the terminal point for fifteen different railroads.

-----≺ NASHVILLE >=

The shortage of cars has been the most serious hindrance to the hardwood lumber trade. The demand has been brisk, but shippers are far behind in filling orders on account of lack of transportation facilities. Prices have held steady. Lumbermen are well pleased with the situation, and regard the outlook as bright, with the exception of the traffic troubles. Desperate efforts have been made to secure relief, but the situation is well beyond the control of the railroads for the time being.

-----≺ LOUISVILLE >---

Heavy snows during the early part of March and all through February have resulted in most of the lumber concerns, operating in eastern Kentucky, having to suspend until better roads and operating conditions exist. Weather conditions have not aided any in relieving traffic congestion, and car shortages and embargoes are giving the hardwood men a great deal of trouble. However, the demand for all classes of hardwoods is extremely good, not only for southern varieties, but northern woods, which have been selling more readily since southern hardwoods reached the present price levels. The better grades of plain oak are in excellent demand, and quartered oak is showing steady improvement. Thick stocks are moving freely to furniture plants, which are also buying gum, walnut and mahogany. Ash, elm, maple and hickory are all in good demand, ash and elm moving to the auto manufacturers, while hickory is in demand by wheel and wagon concerns. Poplar is also moving freely to the furniture trade, and the spring siding demand is beginning to open up. In fact, all grades of poplar are good, boxboards being in excellent demand at this time. It is claimed that a large percentage of all southern hardwoods have been sold, but are awaiting cars and lifting of embargoes for shipment. Actual lumber on sticks that has not been sold is said to be light, and higher prices are predicted. Cottonwood is very scarce, and hard to obtain, very little being quoted by local concerns. Sound wormy chestnut is also moving freely. Manufacturers are carrying the heaviest orders on their books ever known, and report that there is no let up in the demand, showing that stocks in the hands of the consumers are generally light.

==< MILWAUKEE >=

It is not so much the difficulty of getting log supplies at the mills, but the difficulty in moving the cut from the mills to manufacturers, that is the most serious phase of the present situation in the northern hardwood industry. While it is true that numerous large mills have only enough logs on hand to keep running for a few weeks' time at the most, pending the starting of the annual drives, the real problem is to find yard room for the cut, which is piling up in monumental fashion. Furniture factories and other consumers of hardwood lumber appear to be fairly well supplied for the time being, but if they were able to operate at the capacity demanded by their orders, manufacturing stocks would soon disappear. The fact is that the factories have only a small outlet for finished goods, due to the lack of cars, and as their warehouses are filled to the brim, reduction of operations is a rule. When cars do become available, loadings soon are lost in the maze of congested traffic all along the line to destination.

Price lists on hardwoods of all kinds remain firm under the influence of the unfavorable transportation situation. The demand for the finer grades is the best in a long time, but deliveries are far below the actual requirements specified. Promised relief from the car shortage has not materialized, and no doubt much more business would be transacted if the movement were fraught with less impediment. Birch is in particular demand, and prices have reached the highest point in the history of the industry. An instance is recorded of a sale of a huge lot of No. 2 birch by a Wisconsin wholesaler at \$32 per M. The price, of course, is based on lumber sawn to specifications, and having due regard to the exceptional quality of the wood involved.

Swain-Roach Lbr. Co.

SEYMOUR, IND.

–We Manufacture –

White Oak Elm Ash
Red Oak Maple Walnut
Poplar Gum Cherry
Hickory Sycamore Chestnut, Etc.

Can ship at once 3 cars 5% No. 1 Com. Plain Oak

At Two Band Mills

STRAIGHT OF MIXED CARLOADS

Mutual Fire Insurance

Best Indemnity at Lowest Net Cost Can Be Obtained From

The Lumber Mutual Fire Insurance Company,

Boston, Mass.

The Lumbermen's Mutual Insurance Company,

Mansfield, Ohio.

The Pennsylvania Lumbermen's Mutual Fire insurance Company, Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.

The Central Manufacturers' Mutual Insurance Company,
Van Wert, Ohio

CINCINNATI

Hardwood Manufacturers and Johhers

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Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially

Our location makes possible quick delivery of anything in timber and hardwood lumber

The Tegge Lumber Co.

High Grade Northern and Southern Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

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POSITION WANTED

Experienced hardwood and veneer salesman with good trade in central West desires to change position. Address "BOX 31," HARDWOOD REC-ORD.

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when you want good Salesmen, write the Empire State Association of Lumber, Sash & Door Salesmen, J. H. RUMBOLD, Sec'y, North Tonawanda, N. Y.

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WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

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TIMBER WANTED

WANTED

White Ash timber second-growth for baseball bats. Split to round up 3 inches in diameter and 39 inches long, or will take them sawed 2 % inches by 2% inches by 39 inches long.

HILLERICH & BRADSBY CO.. 725-735 S. Preston St., Louisville, Ky.

TIMBER LANDS FOR SALE

TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

GUM STUMPAGE FOR SALE

Estimated 42 million feet on 11,000 acres along Little Missouri River here. Large timber, good quality. On railroad. Price \$60,000. Reason-J. G. GREENE, Beirne, Ark.

3,500 ACRES IN PENNSYLVANIA

In Bedford and Huntingdon Counties, estimated to contain 20 million feet Oak, Chestnut, Pine, Locust, Poplar, Maple, 2 mile haul downhill to railroad, 15 miles from market for all small timber as mine props and ties. D. E. LAUDER-BURN, 158 Fifth Ave., New York.

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TIMBER ESTIMATING

TIMBER ESTIMATING

THOS. J. McDONALD,

Forest Engineer.

East Tennessee Bank Bldg., Knoxville, Tennessee.

TIMBER ESTIMATORS

Sanborn & Gearbart, Asheville, N. C.

HARDWOOD TIMBER ESTIMATOR NORTHERN, SOUTHERN AND TROP-ICAL TIMBER

D. E. Lauderburn, Forest Engineer, 158 Fifth Avenue, New York, N. Y.

LUMBER FOR SALE

THIN QTD. WHITE OAK LUMBER FOR SALE

4 cars % and 7 quarter sawn white oak veneer backing boards, FAS and select grade, 6" to 14" wide, mostly 8" to 11" wide, 10' to 16'

WILLIAMSON-KUNY MILL & LUMBER CO., Mound City, Illinois.

LUMBER WANTED

500,000' 4/4 SELECTED CLEAR

Shipment of a number of cars soon as ready. Balance between Sept. 1, 1917, and June 1, 1918. K. & C. MFG. COMPANY, Henniker, N. H.

WANTED FOR DELIVERY

In March, April or May, 150,000 feet Soft Elm 2-3½" thick, also 3 to 5 cars 2" and 3" Rock Elm. Address "BOX 21." care HARDWOOD RECORD.

MACHINERY FOR SALE

FOR SALE

- 1 J. T. Towsley Co. 26" single surface roll feed planer. Good condition.
- 1 J. T. Towsley Co. 12" round safety cylinder heavy jointer. Good condition.
- 1 Greaves & Klusman swinging cut-off saw, pipe frame, double arm, saw 191/2" diameter. Good condition.
- 1 Buss Machine Works shaper, double spindle, iron frame, pedestal base, 4' 10"x3' 7". Good condition.
- 1 Hermance Machine Co. self-feed ripsaw, 11/4" mandrel, power-driven infeed and outfeed. Fine condition.
- 1 Hermance Machine Co. 8" molding machine, 4 sides top mandrel, 3 bearing, top and bottom head, 3%x8. Fine condition.
- 1 J. T. Towsley Co. mortising and boring machine, 6" stroke, 1\%" ram. Good condition. WASHINGTON PLOW CO., Washington, Ind.

FOR SALE

One latest improved Wickes #10 52" gang, complete with saws.

One 35'x90' refuse hurner, complete,

One #44 Berlin machine 8x28" planer.

One 12 and one 20 H. P. vertical steam engine. GOODMAN LUMBER COMPANY, Goodman, Wis.

DIMENSION STOCK FOR SALE

FOR SALE

1 car 2x2-24, 36 & 48" clear Sap Gum

1 car 2x2-24, 36 & 48" clear Oak Squares. Can make prompt shipment and also cut other lengths. Write for delivered prices.
PROBST LUMBER CO., Cincinnati, O.

TIES WANTED

WANTED SWITCH TIES

7x8 in sets one hundred thousand feet. DORAN & CO., Cincinnati, O.

VENEERS FOR SALE

VENEER BARGAIN

1/20" Quarter-sawed White Oak, well figured stock.

60 M' 6" to 7" 60 M' 7" to 8" 70 M' 8" to 9" 15 M' 9" to 10" 5 M' 12" to 13"

50 M' 1/20" Quarter-sawed White Oak, small figured wood.

Full description and prices by mail.

WILLIAMSON-KUNY MILL & LUMBER CO., Mound City, Illinois.

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WILL FURNISH CAPITAL

Large Forest Products Manufacturers, with a strong selling organization, unquestioned reputation, large financial resources and annual sales of \$2,000,000.00, will furnish financially responsible Timber Manufacturers or owners with ample capital, at 6% interest, and will guarantee to market their products to the best possible advantage on a liberal profit-sharing basis. First letter must give full information and high class references.

Will answer only financially responsible Address "Box 28," care Hardwood parties. Record.

(Continued on page 51)

Loans on Timberland

We have internationally recognized facilities based on 37 years' experience in timberland and lumber Long or short terms. matters. Amounts from \$50,000 up, as conditions warrant.



332 South Michigan Avenue, Chicago

HARDWOODS FOR SALE

LUMBER

NO. 1 C., white, and NO. 1 C., brown, both 4/4", good withs. 50% 14 & 16z. 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y. NO. 1 C., 6.4 & 8.4", reg. with. and lgth. Some dry. BAKER-MATTHEWS LBR. CO., NO. 1 C., mos. dry. Chicago. Ill

mos. dry. BAKER-MATTHEWS LBR. CO., Chicago. Ill
COM. & BTR., 3/8 & ½"; FAS, 5/8"; COM. &
BTR., black, 4'4". HOFFMAN BROS. COMPANY. Fort Wayne, Ind.
FAS, 6/4 to 12/4", reg. wdth., 8 to 16'. 4 mos.
dry; NO. 1 C., 5/4 to 16/4", reg. wdth. and lgth.,
4 mos. dry; NO. 2 C., 4'4", reg. wdth. and lgth.,
4 mos. dry. LIBERTY HARDWOOD LBR.
CO., Eig Creek. Tex.
LOG RUN, 4/4", good wdths. and lgths., 4
mos. dry. LITTLE ROCK LUMBER & MFG.
CO., Little Rock, Ark.
NO. 3 C. & BTR., black, 4/4"; NO. 3 C., black,
4/4". PAYSON-SMITH LUMBER CO., Minneapolis, Minn.
NO. 1 C., 5/8", reg. wdth. and lgth., bone dry.
SWAIN-ROACH LBR. CO., Seymour, Ind.

BASSWOOD

FAS, 5/4"; NO. 1 C., 5/4 & 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis. NO. 2 C., 5/4"; NO. 2 C. & BTR., 4/4". PAY-SON-SMITH LUMBER CO., Minneapolis,

BEECH

NO. 2 & BTR., 5/4", ran. wdth. and lgth., dry; NO. 3 C., 6/4", ran. wdth. and lgth. R. HANSON & SONS, Grayling, Mich.
NO. 1 & BTR., 4/4", av. wdth. and lgth., 10 mos. dry. RICE LAKE LUMBER CO., Rice Lake, Wis.

BIRCH

FAS & NO. 1 C., white, 4/4", good wdths., 50% 14 & 16, 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 2 & BTR., 4/4", ran. wdth. and lgth. R. HANSON & SONS, Grayling, Mich.
NO. 3 C., 5/4 & 6/4". MASON-DONALD-SON LBR. CO., Rhinelander, Wis.
NO. 2 C., 4/4", reg. wdth., 50% 14 & 16, 1 yr. dry. LITTLE RIVER LBR. CO., Townsend, Tenn. dry. Tenn.

send, Tenn.

NO. 1 C. & BTR., 10/4"; NO. 2 C., 4/4"; NO. 3 C., 4/4". PAYSON-SMITH LBR. CO., Minneapolis, Minn.

NO. 1 & BTR., red, 4/4 to 8/4", 5" & up, 8/4 and longer, 10 mos. dry; NO. 1 & BTR., unsel., 4/4 to 8/4", av. wdth. and lgth.; 10 mos. dry; 1 & 2 FACE, 4/4, 5" wide, 6' & longer, 10 mos. dry; 1 & 2 FACE, 4/4", 5" wide, 6' & longer, 10 mos. dry; 1 & 2 FACE, 4/4", 5" wide, 6' & 8/4", 10 mos. dry; 1 & 2 FACE, 4/4", 5" wide, 6' & 8/4", 10 mos. dry; NO. 2 & 3 C., 4/4", ran. wdth. and lgth., 1 yr. dry. RICE LAKE LBR. CO., Rice Lake, Wis.

CHERRY

NO. 1 C., 4/4", good wdths., 50% 14 & 16r, 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo. N. Y.
FAS 5/8"; COM. & BTR., 4/4". HOFFMAN
BROS. COMPANY, Fort Wayne, Ind.
NO. 1 C & NO. 2 C., both 4/4", av. wdth. and lgth., 2 yrs. dry. YEAGER LUMBER COMPANY, Buffalo, N. Y.

CHESTNUT

NO. 1 C. & BTR., 4/4", reg. wdth. and lgth., one dry. SWAIN-ROACH LBR. CO., Sey-

FAS 4/4, av. wdth. and lgth., 2 yrs. dry; SOUND WORMY, 4/4 & 8/4", av. wdth. and lgth., 2 yrs. dry. YEAGER LBR. CO., Buffalo,

COTTONWOOD

FAS 4/4", reg. wdth. and lgth., 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.

CYPRESS

FAS 4/4", reg. wdth. and lgth., 6 mos. dry; SEL., 5/4", reg. wdth. and lgth., 8 mos. dry. BAKER-MATTHEWS LBR. CO., Chicago, Ill.

ELM—SOFT

LOG RUN, 4/4 & 6/4", reg. wdth. and lgth.,
1 yr. dry. BAKER-MATTHEWS LBR. CO.,
Chicago, Ill.

Cnicago, III.

LOG RUN, 4/4 & 10/4", good wdths. and ligths., 2 mos. dry. LITTLE ROCK LBR. & MFG. CO., Little Rock, Ark.

NO. 2 C., 4/4 & 8/4": NO. 3 C., 4/4 & 6/4";
NO. 2 C., 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 6'4": NO. 3 C., 6'4". PAY-SON-SMITH LUMBER CO., Minneapolis,

NO. 3 & BTR., 44", av. wdth. and lgth.. mos. dry. RICE LAKE LUMBER (1). Rice 10 mos. dr.

Lake, Wis.

LOG RUN, 4/4 & 5/4". SOUTHERN PINE LBR. CO., Texarkana, Tex.

ELM-ROCK

LOG RUN, 8/4", reg. wdth. and lgth., 4 mos. ry. SOUTH TEXAS LUMBER CO., Houston,

GUM-SAP

FAS 4 4", 13" & up, reg. lgth; FAS 4 4", 18" & up, reg. lgth; FAS 6/4", reg. wdth, and lgth.; NO. 1 C., 5/4", reg. wdth, and lgth. LAMB-FISH LBR. CO., Charleston, Miss. 1 C., 5 4", reg. wdth. and lgth., 10 mos. LIBERTY HARDWOOD LBR. CO., Big

Creek, Tex.

PANEL, 4/4", 18" & up, reg. lgth., 6 mos. dry; NO. 1 C., 4/4", good wdths., reg. lgth., 5 mos. dry; NO. 1 C. & BTR. QTD., 9/4", good wdth. and lgth., 5 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

NO. 1 & BTR., 12 4". SOUTHERN PINE LBR. CO., Texarkana, Tex.

NO. 2 C., 4/4", reg. wdth. and lgth., 4 mos. dry; NO. 2 C., 8/4", reg. wdth. and lgth., 6 mos. dry. SOUTH TEXAS LBR. CO., Houston, Tex.

GUM—PLAIN RED

FAS 3/8, 1/2 & 3/4", reg. wdth. and lgth.; NO. 1 C., 3/8, 1/2 & 4/4", reg. wdth. and lgth.; NO. 1 C., FIG., 4/4", reg. wdth. and lgth. LAMB-FISH LUMBER CO., Charleston, Mich. NO. 1 C. & BTR., 4/4", good wdths. and lgth., 5 mos. dry. LITTLE ROCK LBR. & MFG. CO., Little Rock, Ark.
NO. 1 C., 6/4", reg. wdth. and lgth., 21/4 mos.

NO. 1 C., 6/4", reg. wdth. and lgth., 21/2 mos. ry. PHILIP A. RYAN LBR. CO., Lufkin,

GUM—QUARTERED RED

NO. 1 C. & BTR., 9/4", good wdth. and lgth., mos. dry. LITTLE ROCK LBR. & MFG.

5 mos. dry. LITTLE ROCK LBR. & MFG. CO., Little Rock, Ark. COM. & BTR., 4/4", ran. wdth. and lgth., 8 to 12 mos. dry, sliced boards highly figured. LOUISVILLE VENEER MILLS, Louisville,

GUM-BLACK

FAS & NO. 1 C., 4/4". SOUTHERN PINE LBR. CO., Texarkana, Tex.

HEMLOCK

NO. 3, 8/4", ran. wdth. and lgth., green; MERCH., 8/4", 6" wide, 18' and longer. R. HANSON & SONS, Grayling, Mich.

HICKORY

NO. 3 C., 8/4 & 12/4", good wdth. and lgth., 4 mos. dry. LITTLE ROCK LBR. & MFG. CO., Little Rock, Ark.
LOG RUN, 8/4", reg. wdth. and lgth., 3 mos. dry. SOUTH TEXAS LUMBER CO., Houston. Tex.
NO. 1 C., 8/4", av. wdth. and lgth., 2 yrs. dry. YEAGER LUMBER COMPANY, Buffalo, N. Y.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.

MAPLE—HARD

NO. 1 C., 4/4", good wdths., 50% 14& 16', 2 yrs. dry; FAS 12 4", good wdths., 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

N. Y.

LOG RUN, 4/4", reg. wdth. and lgth., 6 mos.
dry; COM. & BTR., 12/4", reg. wdth. and lgth., 10 mos. dry.

BAKER-MATTHEWS LBR. CO.,
Chicago, ill.

10 mos. dry. BAKER-MATTHEWS LBR. CO., Chicago, Ill.
NO. 1 C., 4/4 to 16/4", 4" & wider, 18 mos. dry. BLAKESLEE, PERRIN & DARLING. Buffalo, N. Y.
NO. 3 C., 8/4", ran. wdth. and lgth., dry. R. HANSON & SONS. Grayling, Mich.
NO. 3 C., 4/4 & 8/4"; NO. 3 C. & BTR., 5/4"; HEARTS, 8/4". PAYSON-SMITH LUMBER CO., Minneapolis, Minn.

MAPLE—SOFT

NO. 2 & BTR., 4/4". PAY: LUMBER CO., Minneapolis. Minn. PAYSON-SMITH

OAK-PLAIN RED

No. 1 C & No. 2 C, both 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa. FAS 4/4", reg. wdth. and lgth., 1 yr. dry; FAS 5/4 & 8/4", reg. wdth. and lgth., 10 mos. dry. BAKER-MATTHEWS LBR. CO., Chicago, Ill.

cago, Ill.

BRIDGE PLANK, 8/4", 6" & wider, 12r long.
BLISS-COOK OAK CO., Blissville. Ark.
FAS 4/4", 6" & up, 3 mos. dry. NO. 1 C., 4/4",
4" & up, 3 mos. dry. NO. 1 C., 4/4",
CO., Evansville, Ind.
FAS 5/8"; FAS 5/4", 11" & up. HOFFMAN
BROS. CO., Fort Wayne, Ind.
NO. 1 C. & NO. 2 C., 4'4", reg. wdth. and
lgth. LAMB-FISH LUMBER CO., Charleston,
Miss.

Miss.
FAS 4/4", reg. wdth. and lgth., 5 mos. dry;
NO. 1 C., 4/4", 25% 10" & up. 65% 14 to 167,
5 mos. dry; NO. 2 C., 4'4", reg. wdth., 50%
14 to 167, 6 mos. dry. LIBERTY HARDWOOD
LUMBER CO., Big Creek, Tex.
FAS 4/4", reg. wdth. and lgth., 4 mos. dry;
FAS 5/4", reg. wdth. and lgth., 3½ mos. dry;
NO. 1 C., 5/4", reg. wdth. and lgth., 2 mos. dry.
PHILIP A. RYAN LUMBER CO., Lufkin, Tex.
NO. 1 C., 4/4", reg. wdth. and lgth., 8 mos.
dry; NO. 2 C., 4/4", reg. wdth. and lgth., 10
mos. dry. SOUTH TEXAS LUMBER CO.,
Houston. Tex.

mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex. FAS 3/4 & 4/4", reg. wdth. & lgth., 1 yr. dry. STIMSON VENEER & LUMBER CO., Mem-

phis. Tenn.

COM. & BTR. 5/4", about 35% 14-16', dry, soft textured. W. R. WILLETT LUMBER CO., Louisville, Ky.

NO. 1 C., 8/4", av. wdth. and lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS 4/4", 6" & up, 3 mos. dry; NO. 1 C., 4/4", 4" & up, 3 mos. dry. EVANSVILLE VENEER CO., Evansville, Ind. FAS 4/4", reg. wdth. & lgth., 10 mos. dry; NO. 1 C 4/4", reg. wdth. & lgth., 1 yr. dry. STIMSON VENEER & LUMBER CO., Members of the control of the contro 10 mos. dry;

phis. Tenn.
NO. 1 C. & BTR., 4/4", reg. wdth. and lgth.,
2 mos. to 1 yr. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

OAK-PLAIN WHITE

SOUND COM. 4/4"; FAS 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.
FAS 4/4, 6/4 & 8/4", reg. wdth. and lgth., 10 mos. dry. BAKER-MATTHEWS LUMBER CO., Chicago, Ill.
NO. 1 C., 8/4 & 12/4", 4" & wider, 2 yrs.

NO. 1 C., 8/4 & 12/4", 4" & wider, 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
FAS. 4/4". BLISS-COOK OAK CO., Bliss-

ne, Ark.

ville, Ark.

NO. 1 C. & NO. 2 C., both 4/4", reg. wdth. and lgth., dry.

New Caney, Tex.

FAS 4/4", 6" & up, 8 to 16', 3 mos. dry; NO. 1 C., 4/4", 4" & up, 3 mos. dry. EVANSVILLE

VENEER CO., Evansville, Ind.

FAS 3/8 & 5/8", reg. wdth. and lgth.; NO. 1 C., 1/2", reg. wdth. and lgth.; NO. 2 C., 4/4", reg. wdth. and lgth. LAMB-FISH LUMBER

CO., Charleston, Miss.

FAS 4/4", reg. wdth. and lgth., 3 mos. dry; NO. 1 C., 5/4 & 8/4", reg. wdth. and lgth., 3 mos. dry; NO. 1 C., 6/4", reg. wdth. and lgth., 2 mos. dry. PHILIP A. RYAN LBR. CO., Lufkin, Tex.

FAS & NO. 1 C., 6/4". SOUTHERN PINE

Lufkin, Tex.

FAS & NO. 1 C., 4/4". SOUTHERN PINE
LUMBER CO., Texarkana, Tex.

FAS 4/4", reg. wdth. and lgth., 6 mos. dry;
NO. 2 C., 4/4", reg. wdth. and lgth., 8 mos.
dry. SOUTH TEXAS LUMBER CO., Hous-

dry. SOUTH 1EAAS ton. Tex.

NO. 1 C., 8/4", av. wdth. and lgth., 2 yrs. dry.
YEAGER LUMBER CO., Buffalo, N. Y.
FAS 4/4", reg. wdth. & lgth., 16 mos. dry;
NO. 1 C 4/4, reg. wdth. & lgth., 14 mos. dry.
STIMSON VENEER & LUMBER CO., Memphis, Tenn.

OAK—QUARTERED WHITE

FAS 4/4". BLISS-COOK OAK CO., Bliss-

Ville, Ark.
CLEAR STRIPS, 4/4", 2½/5", 3 mos. dry;
COM. STRIPS, 4/4", 2/3½", 3 mos. dry; COM. &
BTR., 6/4", 4" & up, dog boards, 3 mos. dry.
EVANSVILLE VENEER CO., Evansville,

FAS 4/4 to 6/4". HOFFMAN BROS. CO.,

FAS 4/4 to 0/4. HOFFMAN BROS. CO., Fort Wayne, Ind. FAS 3/8 to 4/4", reg. wdth. and lgth.; COM. & BTR., 12/4", reg. wdth. and lgth., 80 & 20%; FAS 1/2, 5/8, 3/4, 4/4 & 8/4", 10" & up, reg.

HARDWOODS FOR SALE

lgth.; NO. 1 C., 3/8 to 44", reg. with. and lgth.; NO. 2 C., 44", reg. wdth and lgth. LAMB-FISH LUMBER CO., Charleston. Miss. FAS 4/4", 10" & up. 60% 14 & 16', 2 yrs. dry. 50% 1/16 scant; NO. 2 C. & BTR., 4 4", reg. wdth. and lgth. 1 yr. dry; NO. 1 C., *1", good width., reg. lgth., 6 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock. Ark. FAS 5/4 & 8.4", reg. wdth. and lgth., 4 mos. dry. PHILIP A. RYAN LUMBER CO., Luftlip. Luftler Co., Luftlip. Reg. Luftler Co., Luf

dry. PHILIP A. RYAN BUSILERARY RICHARD PINE LUMBER CO., Texarkana, Tex.

NO. 2 C., 4/4", reg. wdth. and lgth. 1 yr.
dry. SOUTH TEXAS LUMBER CO., Hous-

NO. 2 C., 4/4", reg. wdth. and lgth.. 1 yr. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.
FAS 4/4", reg. wdth. and lgth.. 6 mos. dry.
SWAIN-ROACH LUMBER CO., Seymour, Ind.
FAS 1/2, 3/4 & 4/4", reg. wdth. & lgth.. 1 yr. dry;
NO. 1 C 3/8", reg. wdth. & lgth.. 1 yr. dry;
NO. 1 C 1/2", reg. wdth. & lgth., 1 yr. dry;
NO. 1 C 4/4", reg. wdth. & lgth., 14 mos. dry;
NO. 1 C 6/4", reg. wdth. & lgth., 16 mos. dry.
NO. 1 C 6/4", reg. wdth. & lgth., 16 mos. dry.
NO. 1 C 6/4", reg. wdth. & lgth., 16 mos. dry.
NO. 1 C 6/4", reg. wdth. & lgth., 16 mos. dry.
STIMSON VENEER & LUMBER CO., Memphis, Tenn.
NO. 1 C & BTR. 4/4". W. R. WILLETT
LUMBER CO., Louisville, Ky.

PINE

MERCH., NORWAY, 8/4", 6 & 8" wide. 18 & 20' long; CULLS, WHITE, 8'4", ran. wdth. and lgth. R. HANSON & SONS, Grayling,

POPLAR

POPLAR

NO. 1 & PANEL 4/4", 21 to 23"; NO. 1 & PANEL 4/4", 24" & up; NO. 1 & PANEL 4/4", 20" & up; FAS 4/4", 7 to 17"; CLEAR SAPS 4/4", 4 to 12"; NO. 1 C 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM. & BTR., 4/4". HOFFMAN BROS.

CO., Fort Wayne, Ind.

FAS 4/4 & 6/4", reg. wdth., 50° 14 & 16' kiln dried; NO. 1 & PANEL, 4'4", 18 to 23", 50% 14 & 16', 6 mos. dry. LITTLE RIVER LUMBER CO., Townsend, Tenn.

COM. & BTR., 5/8 & 4/4", ran. wdth. and 1gth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 50% 14 & 16', 8 mos. dry; NO. 1 C., 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C., 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C., 4/4", 50% 14 & 16', 8 mos. dry; NO. 2 C., 4/4", 28" & up, 50% 14 & 16', 8 mos. dry; PANEL, 4/4", 18 to 24', 10 & 12', 2 mos. and over dry; FAS 12/4", 6" & up, reg. 1gth., 2 mos. dry; PANEL, 4/4", 18 to 24', 10 & 12', 2 mos. and over dry; FAS 12/4", 6" & up, reg. 1gth., 2 mos. dry. mour. Ind.

FAS 4/4", contains panel and box boards.

mour. Ind.

mour. Ind.

FAS 4/4", contains panel and box boards,
dry, soft yellow: PANEL 5/8", 18 to 21" and
22" & up; NO. 1 C & NO. 2 C, both 5/8". W. R.
WILLETT LUMBER CO., Louisville, Ky.

SPRUCE
MERCH., 8/4", ran. wdth. and lgth., dry.
R. HANSON & SONS, Grayling, Mich.
SYCAMORE

LOG RUN, m. c. o., 4/4", reg. wdth., 50% 14 to 16', 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.

FOR SALE

A going, growing Business.

Veneer Factory, which during the past 15 years

has established for itself an exceptionally high

standing with the buying public, specializing on

bird's-eye maple. Fireproof buildings, fully

equipped, in excellent condition. Located in good

town in Michigan, near log supply. Force of

experienced, satisfied workmen and more to be

had as desired. Present owner has made marked

success and is well rated in Dun's. Bradstreet's.

Has reached that age when he wishes to retire.

Will gladly co-operate with new management in

getting started. With such a foundation to build

on, a younger, active manager can develop and

grow. Buildings, land, good will and stocks on

hand valued at approximately \$50,000. Terms.

Address "BOX 33," care HARDWOOD RECORD.

WALNUT

LOG RUN, 4/4", 3" & up. 3 mos. dry; LOG RUN, 6/4", 4" & up. 3 mos. dry. EVANS-VILLE VENEER CO., Evansville, Ind. FAS 3-8"; COM. & BTR., 4 to 8 4", HOFF-MAN BROS. CO., Fort Wayne, Ind. FAS & NO. 1 C., 5/8 to 8 4", very dry. HUDDLESTON - MARSH MAHOGANY CO.,

HUDDLESTON - MARSH MAHOGANY CO., Chicago, III.

COM. & BTR., 4 4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS. Louisville. Ky.

FAS 4 4", 6 to 16" wide, 6 & 7' lgths., \$97; FAS 4 4", 6 & 7" wide. 8 to 16' lgths., \$110; FAS, 4 4", 6 & 7" wide. 8 to 16' lgths., \$10, 1 C., 4'4", 6" & wider, \$52; NO. 1 C., 5 4", 6" & wider, \$59; NO. 1 C., QTD., 4 4", \$55. SPE-CIAL stock, QTD., 4 4", clear of knots. 4 & 5" widths, 6' & longer, \$72; 4/4", clear sap steamed, of common dimensions, \$55. PICKREL WALNUT CO., St. Louis, Mo.

CULL, 4/4 to 8/4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

MISCELLANEOUS

HDWD. SCOOTS, 4/4 to 8/4", ran. wdth. and lgth., dry; LATH, hemlock, No. 2, 40" long; SHINGLES, culls, 16" long. R. HANSON & SONS, Grayling, Mich.

FLOORING

BIRCH, CLEAR & NO. 1, 13/16x2½"; MA-PLE, FCTY., 15/16x2¼", and 13/16x4", both 1 to 16' long; PRIME, 13/16x4" and 1 1/16x4", both 1½ to 16' long; CLEAR, 1 1/16x2¼", 2 to 16' long. ALL grades 11/16x3¼". KERRY & HANSON FLG. CO., Grayling, Mich.

VENEER—FACE BIRCH

SEL, RED, rty. cut, nicely fig., 1/8" thick, 10 to 42" wide, 21 to 85" long, over 80% single piece sheets, 42" wide. MEDFORD VENEER COMPANY, Medford, Wis.

GUM-RED

QTD., FIG'D., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

PLAIN & FIGURED, 1/28 to 1/4". Mexican and African. HUDDLESTON-MARSH MA-HOGANY CO., Chicago, III. ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK-PLAIN

RED and WHITE, sawed, all thicknesses. HOFFMAN BROTHERS CO., Fort Wayne, Ind.

ANY thickness. LOUISVILLE VENEER

MILLS, Louisville, Ky.

OAK—QUARTERED

RED & WHITE, all thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

WALNUT

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, LOUISVILLE VENEER MILLS, LOUISVILLE VENEER MARSH MAHOGANY CO., Chicago, Ill.
ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St.

CROSSBANDING AND **BACKING**

ANY thickness, up to 98" in 1gth.. all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

BASSWOOD

ANY thickness, up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford. Wis.

BIRCH

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford. Wis.

ELM

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville. Ky.

MAPLE

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOG-ANY CO., Chicago, Ill.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Kv. MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS. Louisville, Ky. STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky. PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, good. 18 and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

WALNUT

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

TOO LATE TO CLASSIFY

(Continued from Page 49)

OMEGON & CALIFORNIA

Railroad Co. grant lands. Title to same revested in United States by act of Congress dated June 9, 1916. 2,300,000 acres to be opened for homesteads and sale. Agricultural and timber lands. Conservative estimate forty billion feet of commercial lumber. Containing some of the best land left in United States. Large map showing land by sections and description of soil. climate, rainfall, elevation, etc. Postpaid One Dollar. GRANT LANDS LOCATING CO., Box 610. Portland, Oregon.

WANTED-POSITION AS

superintendent or general foreman in interior trim factory. Over 20 years' experience in one of the best factories in the East. Address, "Box 32," care HARDWOOD RECORD.

36 GUM OR POPLAR

for packing shooks, wirebound: 16x22; 16x16.

Address, "Box 35," care HARDWOOD RECORD.

FOR SALE

1-12" Spindle Fay & Egan dovetailer-\$150.

1-30" Whitney scraper with grinder-\$650.

1 -10" Hermance moulder-\$300.

We also offer Vencer presses, sanders, cut-off saws, mortisers, etc.

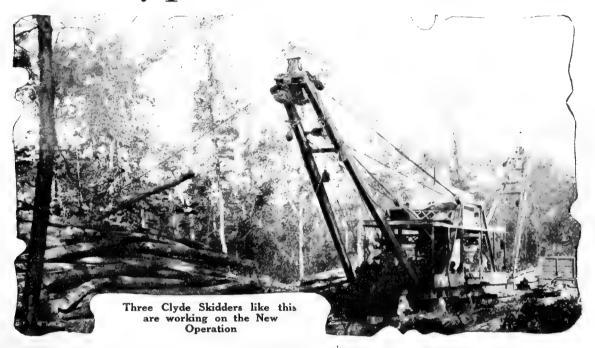
THE BRUNSWICKE-BALKE-COLLENDER CO., 623 S. Wabash Ave., Chicago, Ill.

WANTED-ELM LOGS AND LUMBER

9, 10 and 11 ft. long. Lumber to be sawed plump 4/4. Quote on good log run, delivered Holmesville, Ohio. Address "Box 36," care HARDWOOD

OUICK YOUR CLYDES

Changing the Cut from Cypress to Pine



The March number of LOGGING tells all about one of the biggest cypress operations in Louisiana; how it cut out nearly all its cypress and is now cutting principally pine.



SEND FOR A SAMPLE COPY of this number of LOGGING and read this interesting article.

CLYDE IRON WORKS

Manufacturers of Quick-Moving Clyde Logging Machinery DULUTH, MINNESOTA, U. S. A.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

We have the following dry stock to offer:

200,000' 4/4" No. 3 Common Maple. 100,000 5/4" No. 3 Common Maple.

Let us have your inquiries.

FOSTER BROS., Tomahawk, Wis.

WISCONSIN AND MICHIGAN HARDWOODS

BONE DRY WISCONSIN BIRCH

2 CARS	4 '4	FAS	RED	BIRCH
3 CARS	4/4	No.	1 CommonRED	BIRCH
2 CARS	6/4	FAS	RED	BIRCH
1 CAR	6/4	No.	1 CommonRED	BIRCH
2 CARS	4/4	FAS	UNSELECTED	BIRCH
5 CARS	4/4	No.	1 ComUNSELECTED	BIRCH
5 CARS	4/4	No.	2 ComUNSELECTED	BIRCH
3 CARS	6/4	FAS	UNSELECTED	BIRCH

Can furnish limited amounts 5/4 and 8/4 in above cars.

Let us quote you our prices

RICE LAKE LUMBER CO.

Yard and Mills, RICE LAKE, WISCONSIN

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

HAVE FOLLOWING STOCK AT IRON MOUNTAIN, CAR SHIPMENTS:

100 M	f ft
50 M	ft6/4 No. 3 Common Maple
50 M	ft4/4 No. 1 Common Birch
15 M	ft
15 M	ft12/4 No. 1 Common & Better Birch
50 M	ft
22 M	ft4/4 No. 3 Common Ash
100 M	ft 6 ft. Coal Door Lumber

We Can Ship at Once

20M 5/4 No. 3 Common Maple Resawn Center, Rough. Resawn in

75M 4/4 No. 3 Common Beech. .

500M 4/4 No. 3 Common Maple.

50M 1x7" and up No. 1 Common & Better Maple.

7M 4/4 Log Run Cherry.
150M 6/4 No. 2 Common & Better Beech

(Green).

ASK FOR PRICES ROUGH OR WORKED

JORDAN LUMBER

Manufacturers "IMPERIAL" Maple Flooring EAST JORDAN, MICH.

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

in all standard widths, grades and thicknesses, is just what you are looking for on that particular order. Write us, and we will convince you.

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We are members of the Maple Flooring Manufacturers Ass'n.

"IDEAL" Steel Burnished

Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock, and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

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The Foremost Hardwood Market of the East

Taylor & Crate HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

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Hugh McLean Lumber Co.

WHITE OAK**OUARTERED**

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A Complete Stock of Seasoned Hardwoods

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Standard Hardwood Lumber Co. OAK, ASH AND CHESTNUT

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WEST VIRGINIA SOFT RED AND WHITE OAK Our Specialty: West Virginia and Pennsylvania Cherry 1055 Seneca Street

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EVERYTHING IN HARDWOODS 932 Elk Street

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OUR SPECIALTY Plain and Quartered Red and White Oak and Ash

940 SENECA STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.



SIXTY YEARS ago we determined to create better Saws than the mill owner had ever known. That very determination brought about the early perfection of SILVER STEEL SAWS.

Experienced mill men choose them in preference to others because of their PRESTIGE in leadership, their POPULARITY in lumber circles and chiefly because they produce the desired results in SERVICE.

SILVER STEEL, manufactured from our exclusive formula, forged from the fire of experience by experts, is fitted to give results. Increased production at reduced cost is the natural effect of its use in ATKINS SAWS.

You can profit by the advantages of these Saws through their use in your mill.

Order ATKINS-The Saws That Make Good

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THE SILVER STEEL SAW PEOPLE

Home Office and Factory, Indianapolis, Ind.

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Branches carrying complete stocks in all large distributing centers, as follows:

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Preparedness

We have mobilized for an emergency

It is well that consumers of lumber familiarize themselves with conditions for an emergency.

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When the crisis comes and you need dry, well manufactured lumber and need it badly, you are prepared, having familiarized yourselves with the quality and character of lumber produced by

STIMSON MILLS

CARAGE

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MILL EXHAUSTERS



HAVE BETTER BEARINGS

ARE BUILT HEAVIER

GIVE LONGER SERVICE

THEY ARE ADJUSTABLE AND REVERSIBLE

WRITE FOR CATALOG R-11

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HEATING VENT LATING & DRYING ENGINEERS.
KALAMAZOO-MICHIGAN-U.S.A.

GRAND RAPIDS VAPOR DRY KILN

GRAND RAPIDS MICHIGAN

GRAND RAPIDS VAPOR KILNS Don't Burn

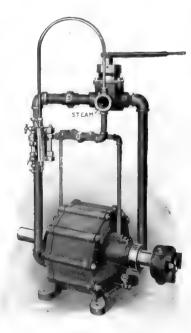
Recent figures gathered by the National Fire Prevention Association show that 37% of all fires in woodworking plants and sawmills are caused by or started in connection with the dry kiln.

You never heard of a Grand Rapids Vapor Kiln causing a fire; it can't. The combination of proper buildings, high humidity and reverse control ventilation remove the fire hazard and secure quicker and better results.

Our Engineering Department can help with your problem whether it be one of drying hard wood or soft wood. We can insure you results.

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Designed for the sawmill by a mill-man.

It will not use excessive steam and gives instant and positive control.

Our prices are actually, not relatively, low.

It has positively increased capacity from 10 to 50 per cent

SOULE STEAM FEED WORKS MERIDIAN, MISS.

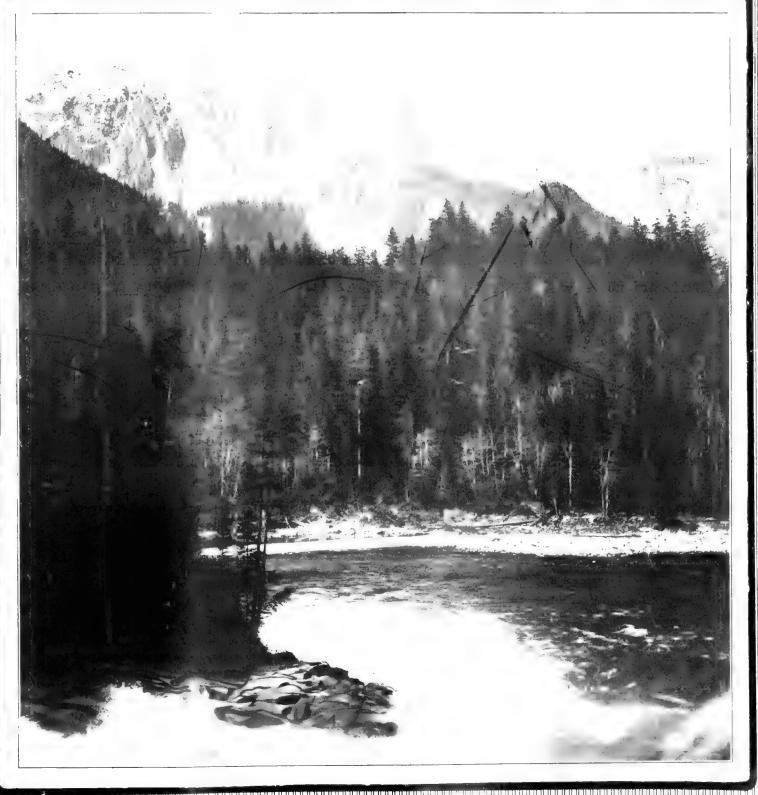
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Endwood Recurrence

Semi-Monthly Twenty-Second Year

CHICAGO, MARCH 25, 1917

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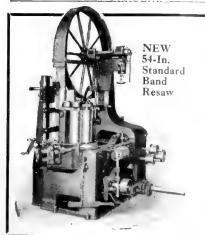
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The Golden Rule Quality

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Rotary Gum Core Stock Built-up Panels Drawer Bottoms Crossbanding Chicago Office GEORGE B. OSGOOD, Peoples Gas Bldg. Grand Rapids, Mich., Office FRANK B. LANE, Houseman Bldg.



Fast Feed-Smooth Sawing

a specially - not a side Line

Jeanerette, La., Jan. 1, 1917.

Gentlemen: Relative to the New Standard 54-in. Band Resaw. Same is giving excellent satisfaction. We are sawing 4/4 random width Cypress and Tupelo at an average speed of 90 feet per minute, and 1/2" x 6" bevel siding at 120 feet per minute, and it is doing nice, smooth work.

JEANERETTE LBR. & SHINGLE CO.

Wm. B. Mershon & Co., Saginaw, Mich.

Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

lx4	1x 8
1x5	1x 9
1x6	1x10
1x7	lxll & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan



Baw Mill

Planing Mill

R. HANSON & SONS

GRAYLING

MICHIGAN

Michigan Hardwoods

Make Steady Customers

White Pine, Norway, Hemlock

BAY CITY, MICH.

The Largest Producing Center of Michigan Hardwood

"FINEST"

Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.
Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴ Hardwood Lumber

Write for Prices

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The Kneeland-Bigelow Company

Manufacturers of

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STEARNS"

HARDWOOD SPECIALISTS

Lower Peninsula
MICHIGAN MAPLE

A Complete Assortment Cross Piled and End Piled Winter Sawn White

WE SPECIALIZE IN DIMENSION STOCK

JAMES C. COWEN, Chicago Representative

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

William Horner

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Manufacturer of

"Smoothest"

MAPLE, BEECH & BIRCH

FLOORING

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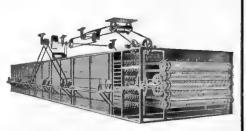
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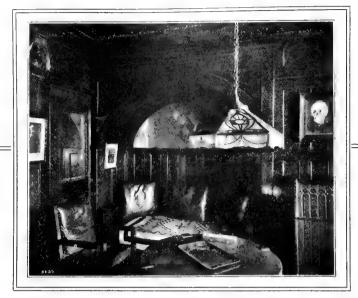
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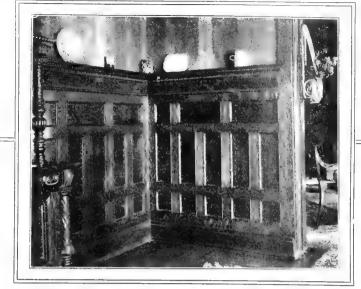
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Crittenden Lumber Company, Crittenden.

-J. V. Stimson Hardwood Company, Helena.

J. H. Bonner & Sons, Heth. (See page 44.)
b-Little Rock Lumber & Manufacturing Company, Little Rock. (See page 34.)
Miller Lumber Company, Marianna.
Edgar Lumber Company, Wesson.

a. b, c—Dermott Land & Lbr. Co., Chicago.
Utley-Holloway Lumber Company, Conway Bldg., Chicago.
(See page 5.)

(See page 5.)

INDIANA

Hoffman Brothers Company. (See page 12.)

—Bedna Young Lumber Company. Greensburg.

Chas. H. Barnaby. Greencastle See page —.)

J. V. Stimson. Huntingburg. (See page 56.)

Wood-Mosaic Company. New Albany. (See page 10.)

North Vernon Lumber Company. North Vernon.

C. & W. Kramer Company. Richmond.

Swain-Roach Lumber Company. Seymour. (See page 44.)

a, b, c—Fulleton-Powell Hardwood Lumber Company, South

Bend.

a, b—Cyrus C. Shafer Lumber Company, South Bend.

KENTUCKY
a. b. c.—Arlington Lumber Co., Arlington. (See page 40.)
Clearfield Lumber Company, Io., Clearfield Lumber Company, Lexington.
b.—Kentucky Lumber Company, Lexington.
W. P. Brown & Sons Lumber Co., Louisville. (See page 10.:
Churchill-Milton Lumber Company, Louisville.

LOUISIANA
The Ferd. Brenner Lumber Company, Alexandria.
Colfax Hardwood Lumber Company, Colfax.
b, c—The Hyde Lumber Company, Lake Providence.
Climax Lumber Company, St. Landry.
Thistlethwaite Lumber Co., Ltd., Washington.
Mansfield Hardwood Lumber Company, Winnfield.

MISSISSIPPI
b—Alexander Bros. Belzoni
b—Lamb-Fish Lumber Co., Charleston. (See page 45.)
Paepcke Leicht Lumber Co., Greenville. (See page —.)
Mississippi Lumber Company, Quitman.
b, c—Tallahatchie Lumber Company, Philipp.
Carrier Lumber & Manufacturing Company, Sardis.

Carrier Lumber & Manutacturing Company, Sardis,

MISSOURI

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a, b, c-Tschudy Lumber Company, Kansas City, Mo.

b, c-Galloway-Pease Co., Poplar Bluff.

Baker-Matthews Lumber Co., Sikeston. (See page 12.)

c-Arkla Lumber & Manufacturing Company, St. Louis.

J. A. Holmes Lumber Company, St. Louis.

a, b, c-Das. F. Luchrmann Hardwood Lumber Co., St. Louis.

a, b, c-Thos. E. Powe Lumber Company, St. Louis.

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Yellow Poplar Lumber Company, Coal Grove.
a, b, c-W. M. Bitter Lumber Company, Columbus,
a-Barr-Holaday Lumber Company, Greenfield.

Bayou Land & Lumber Company, Greenfield,

CinCinNaTi

Bayou Land & Lumber Company,

C. Crane & Co. (See page 44,

a, b—Dublimeier Brothers & Co.

The John Dulweber Company,

Hay Lumber Company,

Hay Lumber Company,

a, b—Mowbray & Robinson Company, (See page 41,

a, c—Probst Lumber Company,

PENNSYLVANIA

Babcock Lumber Company, Pittsburgh,

Babcock Lumber Company, Pittsburgh.

TENNESSEE

a, b, c—J, M. Card Lumber Company, Chattanooga.

Williams Lumber Co., Fayetteville.
c—Bedna Young Lumber Company, Jackson.
Johnson City Lumber & Manufacturing Co., Johnson City.
J. M. Logan Lumber Company, Knoxville. (See page 11.)

Vestal Lumber & Manufacturing Company, Knoxville. (See page 11.)

Little River Lumber Company, Townsend. (See page 11.)

Anderson-Tully Company. (See MEMPHIS
Anderson-Tully Company. (See pages 2 and 55.)
b—Geo. C. Brown & Co.
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TEXAS
Liberty Hardwood Lumber Co., Big Creek. (See page 9.)
South Texas Lumber Co., Houston, (See page 9.)
H. G. Bohlssen Mfg. Co., New Caney. (See page 9.)

M. G. Bohlsen Mfg. Co., New Caney. (See page 9.)

VIRGINIA

c—U. S. Spruce Lumber Company, Marion.

WEST VIRGINIA

b, c—The Alton Lumber Company, Buckhannon.

a, c—West Virginia Timber Company, Charleston.

Pardee & Curtin Lumber Company, Clarksburg.

Bluestone Land & Lumber Company, Huntington.

Cl. L. Ritter Lumber Company, Huntington.

Clay Lumber Company, Middle Fork.

The Parkersburg Mill Company, Parkersburg.

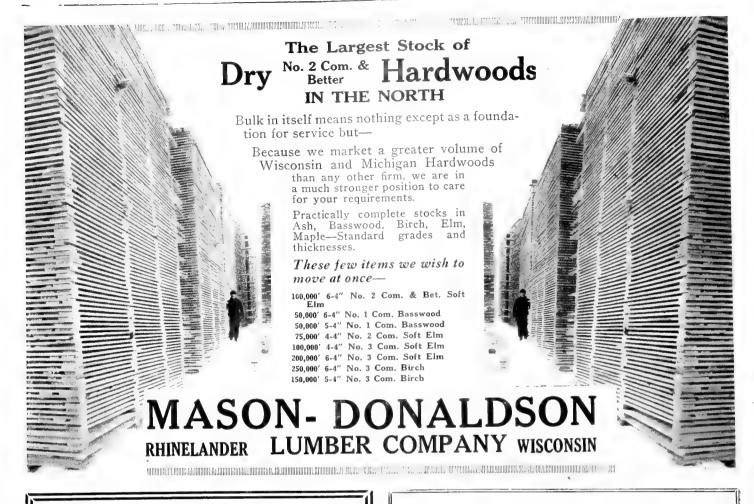
a, b, c—The Meadow River Lumber Company, Rainelle.

b, c—Warn Lumber Corporation, Raywood.

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WISCONSIN
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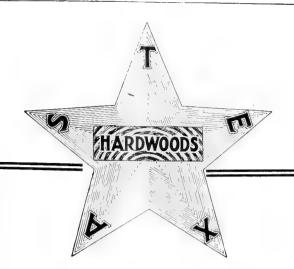
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The newest star in the Hardwood firmament

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Not every hardwood buyer has learned to look to Texas for supply, but the reputation of Texas hardwoods is rapidly spreading with the result that more and more buyers are sending their inquiries to responsible Texas manufacturers.

TEXAS WHITE and RED OAK is now being used in practically every important consuming center because of its desirable color, figure, texture, widths and lengths—and those who have tried it continue to buy. It is being used for every purpose for which oak is employed. It is well manufactured and properly graded when made by the mills named below.

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LIBERTY HARDWOOD LUMBER CO	Big Creek, Texas
PHILIP A. RYAN LUMBER CO	Lufkin, Texas
SOUTH TEXAS LUMBER CO	Houston, Texas
	(Mill at Onalaska, Texas)
SOUTHERN PINE LUMBER CO	Texarkana, Texas
	(Mill at Diboll, Texas)

See Lists of Stock on Pages 50-51

Texas mills also manufacture Red Gum, Ash, Elm, Cottonwood, Magnolia, Hickory, Cypress, Tupelo



GATEWAY OF THE SOUTH HARDWOOD



General Offices and Distributing Yard, Louisville, Ky. MILLS-Fayette, Ala., Guin, Ala., Brasfield, Ark., Allport, Ark., and Furth, Ark.

QTD. WHITE OAK. 175,000 ft, 4-4 ls and 2s. 285,000 ft, 4-4 No. 1 Com. 118,000 ft. 4-4, 2½ to 5½ clear

strips. 162,000 ft 8 4 No. 1 Com and Better. PLAIN WHITE OAR. 182,000 ft. 4-4 ls and 2s. 249,000 ft. No. 1 Com., 4-4. 168,000 ft. No. 2 Com., 4-4.

PLAIN RED OAK. 42,000 ft. 4-4 1s and 2s. 146,000 ft. 4-4 No. 1 Com. 58,000 ft. 4-4 No. 2 Com.

POPLAR. 65,000 ft. 4-4 ls and 2s.

127,000 ft. 4-4 Saps. 182,000 ft. 4-4 No. 1 Com. 57,000 ft. 5-4 No. 1 Com. 73,000 ft. 8-4 Saps.

PLAIN RED GUM. 52,000 ft. 4-4 Is and 2s. 17,000 ft. 4-4 No. 1 Com. 34,000 ft. 5-4 Is and 2s. 42,000 ft. 6-4 Com.

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The Wood Mosaic Co.

Main Office, New Albany, Ind.

Band Mills—New Albany, Ind., and Highland Park, Ky.

1200 ft. '" 1s and 2s. 7" to 17".

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11".

7.1 200 ft. [" 1s and 2s, 7" to 17", 78 200 ft. 1" 1s and 2s, 7" to 17", 25 200 ft. 1" 1s and 2s, 7" to 17", 25 200 ft. 1" 1s and 2s, 7" to 17", 25 200 ft. 1" 1s and 2s, 7" to 17", 25 200 ft. 1" 1s and 2s, 7" to 17", 25 200 ft. 2" 1s and 2s, 7" to 17", 25 200 ft. 2" No. 1 Com. 21,600 ft. 2" No. 1 Com. 21,600 ft. 5" No. 1 Com. 25,200 ft. 5" No. 1 Com. 25,200 ft. 1" No. 1 Com. 25,200 ft. 1" No. 1 Com. 27,600 ft. 1" No. 2 Common. 27,600 ft. 1" No. 2 Common.

Norman Lumber Company

POPLAR

- 4-4 1s and 2s, 37,500 ft.
- 4-4 1s and 2s, 12 in. and up, 12,500 ft.
- 4-4 saps and selects, 30,000 ft.
- 4-4 saps and selects, 12 in. and up, 35,000 ft.
- 5-4 saps and selects, 12 in. and up, 10,000 ft.
- 8-4 saps and selects, regular, 15,000 ft.
- 4-4 No. 1 common, 20,000 ft.
- 5-8 No. 1 common, 30,000 ft.

Edward L. Davis Lumber Co.

Kentucky and Indiana Ash Walnut and Hickory

We have a very complete stock of Ash and are prepared to make special grades for Automobile, Aeroplane, and Bending Purposes.

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Mills-Louisville and Bond, Ky. (Both Band.)

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Our White Oak is noted for its soft texture and even

In addition to regulation stocks we are prepared to furnish dimension stock, and also all kinds of Yellow Pine and Cypress.

Send us your inquiries—a trial order will convince you of our ability to furnish high grades and perform good service.

If you are in the market at any time-WILLETT, Louisville.

DIMENSION STOCK Mahogany and Walnut

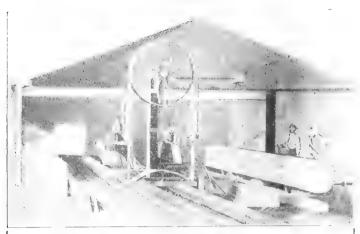
Aside from our production of lumber and veneers-We are manufacturing kiln-dried mahogany and walnut dimension stock at the rate of 1,500,000 feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

However, we have ready for mailing a circular which explains in detail how and why you can save time, money and trouble—through our dimension stock. But if you don't care for the circular, and if you realize what an expensive luxury your waste pile is, send us your cutting bills, as you would give them to your stock-cutters. We will quote a specific price for each style you manufacture.

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Established 1867 Incorporated 1904

WE own large tracts of selected timber in the Knoxville territory and cut a really high grade line of lumber in oak, maple and other southern hardwoods.

We are honestly convinced that there would be a mutual advantage in our knowing each other.

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Maples Lumber Co. KNOXVILLE, TENNESSEE

Dry Kiln Door Carrier Co.



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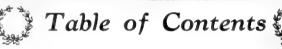
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by using the Door Carrier System

THOUSANDS ARE IN USE

THEY OPERATE PERFECTLY on doors of any size, on OLD OR NEW KILNS

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THE COVER PICTURE-Index Mountain in Washington REVIEW AND OUTLOOK: SPECIAL ARTICLES:

CLUBS AND ASSOCIATIONS: THE MAIL BAG .. WITH THE TRADE ... HARDWOOD NEWS37-43 HARDWOOD MARKETS CLASSIFIED ADVERTISEMENTS49-51

HARDWOODS FOR SALE......50-51

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Hardwood Record

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THE HARDWOOD COMPANY

Edgar H. Defebaugh, President Edwin W. Meeker, Managing Editor Hu Maxwell, Technical Editor⁴

Entire Seventh Floor Ellsworth Building 537 So. Dearborn Street, CHICAGO Telephones: Harrison 8086-8087-8088



Vol. XLII

CHICAGO, MARCH 25, 1917

No. 11



Review and Outlook



General Market Conditions

7ITH THE STRIKE PROSPECT DEFINITELY SETTLED and out of the way, and every faculty from every quarter concentrated on the question of providing more efficient and expeditious transportation, with a view to providing for imminent national necessity, the problem of moving lumber is, while still a matter of considerable chaos, slightly less complicated than it was a while back. Possibly the slightly more favorable attitude results to a substantial degree from the relief effected by the settlement of the controversy between employers and employes. The prospect for shipments if the strike went into effect was absolutely hopeless. Therefore a return even to the conditions which have existed right along would seem favorable as compared to what was promised when it appeared that the two parties could not get together. However, shipping conditions and shipping facilities still occupy the center of the stage in the lumber business, and today constitute the most serious retardant that the trade must face and overcome to the best of its ability.

The conditions which have been outlined in these columns on several occasions in the past hold today, particularly as they have existed for some time back. Any improvement has in the main been local and in many cases temporary, and in fact in some sections the apex of chaos is still ahead and not a matter of history. Thus, with prices holding firm and getting continually firmer, with stocks still badly culled out, the prospect of any long continuance of present transportation conditions is discouraging to say the least. A summary of conditions at this date would of necessity be practically a repetition-of previous summaries, and it is essentially a simple matter to record the main facts, being the continued great difficulty in moving stuff, the scarcity of many stocks in shipping condition, the piling up of sold lumber at the mills awaiting shipment, a continued strengthening in all of the primary woods, oak being conspicuous in the list, and the impossibility of proper replenishing of consumers' stocks being worked up into finished articles.

The one new development which seems to have become of sufficient moment to afford general consideration is the effect of shipping troubles on collections, as the impossibility of getting cars and of getting stuff through affects all lines of industry. It results in a general holding up of payments all the way down to the ultimate purchaser. The final buyer, receiving his goods long after he had expected to receive them, is naturally going to hold up his payment until the goods are delivered. The man who sells to him buys of somebody else who has the same difficulty in delivering on orders, and so on up the line to the lumberman who ships out the hardwood lumber.

This condition has been remarked about in a good many instances of late and has assumed quite serious proportions, although it is not likely under present general circumstances that anything of permanent moment can come of it.

The Cover Picture

IF THERE ARE ANY INSTINCTS OF THE WILD MAN in you, they will come to the surface when you look at the cover picture accompanying this issue of Hardwood Record. The call of the wild will be well nigh irresistible. You will want to turn Indian and make a break for the wilderness where

"The tall cedars grow
And the white waters flow."

The photograph shows no leaping trout, or galloping deer, but the imagination puts them there, and fancy can paint the smoke of the hunters' camp-fire curling upward among the firs, just beyond the boulder-strewn bank of the torrent.

The photograph was the work of Darius Kinsey, with the tripod of his camera on the very brink of Sunset Falls, and the rugged peaks of Index Mountain rising high above the forest beyond the river. The scene is in the state of Washington."

The campaign to "see America first" gains enormous impulse from pictures such as this. No peak of the Alps rises with more inspiring awfulness; no torrest of Switerland or the Tryol roars with greater energy or flashes with more beauty. As for deep forests, the old world has none such as these. Forrests of that nature disappeared from Europe a thousand years ago; and the wildest there now is tame and domestic compared with such as fringe the base of Index mountain. So far as appearances go, the foot of civilized man has never been there. The river rushes through a primeval wilderness. "As creations morn beheld, thou rollest now."

Douglas fir appears to be the prevailing timber in the picture, but other splendid evergreens are mixed in the growth, while as an understory next to the river are a few hardwoods which are difficult to identify with certainty by the photograph; but they are probably aspen or birch, though the precise species might be open to question. The birches of the far northwestern country furnished debate for botanists many years, and all the technical questions may not yet be thrashed out. But no matter what the technical name may be, a birch tree is a thing of beauty and a joy forever.

Nature is fighting a great battle within the area shown in the picture. The geologist watches it with as much interest as that with which the military general watches the battle of the Somme. The sixteen-inch guns employed to level trenches at Verdun are more

noisy but less powerful than the dynamics used by nature to level the mountain ranges which form the background of the picture. Nature is bursting those mountains to fragments by the action of freezing water. It is a slow process. It has been going on tens of thousands of years, and it will continue until the peaks and pinnacles have been so far leveled that forests will grow on their gentle slopes and rounded summits. Wherever a mountain of naked rock rises to a height where freezing occurs at night, destruction is in progress. Water which runs into crevices by day, congeals at night and the cracks are forced open a little wider. When the morning sun thaws the ice, rocks break away here and there and fall.

Experienced mountaineers among steep, naked slopes of rock, know better than to approach too near during the first warm hours of the morning while the rocks, loosened by the thaw, are falling. At the front of some of the stupendous cliffs of the western moun tains are piled millions on millions of tons of rocks that have come down from above during past ages. The slope thus formed is called talus. Ultimately, the mountains will be rounded to gentle slopes, or leveled, by that disintegrating process. As the slopes flatten out, the forests creep farther and farther up. Thousands of years count as only a day in that process.

Sometimes the destruction process on a peak reaches a state of temporary rest for a long period, and forests creep upward as far as there is any soil. Then some change in slope or the uncovering of some series of soft strata, starts the destruction anew, and rolling stones gradually pound the trees to pieces and the upper edge of the forest retires far down the slope. The first explorers of Long's Peak in Colorado found exactly that state of affairs. The upper fringe of the forest was in process of being destroyed by falling rocks.

A picture like that on the front cover of this issue is an interesting subject of study for the geologist, the physical geographer, the botanist, the hunter, fisherman, and the admirer of nature who loves it as a whole without going into details.

To Standardize Wooden Ships

IT IS RECORDED BY ANCIENT HISTORIANS that when an overwhelming Persian invasion threatened to destroy Athens, the oracle advised the people to depend upon their "wooden walls" for deliverance. Since the walls of the city were not of wood, the oracle's meaning was puzzling, until it was figured out that wooden walls meant ships, and the Athenians took action accordingly. Though they were not able to save their city from capture, they saved themselves from captivity.

There is something of a parallel in the present situation in which the United States finds itself. The great need is ships. They have been destroyed and interned until the trade of the world, and our own in particular, is paralyzed. Products can no longer be carried to market. Business stagnation of our foreign trade is threatened for the want of transportation. It is a time of peril with worse conditions in prospect. In this threatening situation, the oracle that recommended the "wooden walls" comes to mind.

A movement has begun with the purpose of acting on that recommendation. A meeting has been held in Washington to discuss the building of wooden ships to carry our commerce and also to carry commerce for others. The need is great, and so is the opportunity. There is business sufficient for a large number of freight-carrying vesels, and sea profits promise to be ample and long-continued. The discussion at the Washington meeting was directed wholly to wooden ships, for this reason that the yards which build steel vessels are working to their capacity and are employing all the available skilled labor that is to be had for work of that kind. Further enlargement of the steel ship industry must be slow—too slow to meet the emergency—and the only hope is in wooden ships.

Old wooden ship yards are not overcrowded, and new yards can be quickly established. The plan of building calls for standardization of ships. They will be of medium size and all alike. By standardizing, it will be possible to make parts at interior points and the yards will have little to do besides assemble the parts to form the complete vessels. That can be done rapidly, and a large fleet can be put upon the water in a short time. Sawmills can cut, season, shape, and ship the parts. The skilled labor problem will not be serious, as it is in steel ship yards.

Timber is suitable and abundant. It is assumed that the great demand will be filled by southern yellow pine, Douglas fir, and one or two other species; but many woods, both hard and soft, can help meet the demand. There is no reason why the United States cannot promptly solve the problem of supplying the ships for carrying a large part of the world's commerce in the present great emergency. It is a remarkable opportunity to help others and at the same time make a profit for ourselves, and by so doing, place the United States at the front in the sea trade of the world. Wood is the solution now as it was when Athens was in peril.

Down to First Principles

A STRAIGHT STRIKE FOR THE FIRST PRINCIPLES OF FOREST PRESERVATION was made by Governor Cornwell of West Virginia in his recent inaugural address. He insists that the state should keep lands which come into its posession when they fall delinquent for non-payment of taxes, protect them from fire, and encourage timber growth upon them. An amendment to the state constitution will probably be necessary before this can be done; for it has been the practice for the state to sell lands of that class that come into its posession.

Lands in West Virginia which fall delinquent for non-payment of taxes are usually tracts which have been lumbered and repeatedly burned until they have been reduced to a deplorable condition. They are so nearly bare that they are a menace. Storm water flows off so rapidly that destructive floods in the streams result, of which West Virginia has had some painful examples. It is proposed that the state shall take measures to reforest these barren tracts, thereby protecting the valleys against floods and at the same time insure a new stand of timber for future generations.

The sentiment in that state heretofore has not been strong in support of effective forestry methods, but it has been growing in recent years, and it is to be hoped that this constructive policy advocated by the governor will gain speedy and sufficient support. West Virginia is a portion of the finest hardwood region in America.

Estimating the Loss

THEY ARE BEGINNING TO ARRIVE AT FIGURES which show the loss of wooden buildings in the European war. It is the merest beginning as yet, but the light it throws on the situation is unmistakable, and it affords a sort of basis for estimating how much lumber will be needed to restore what has been destroyed. That phase of the case is of interest to lumbermen in America who are looking for export business after the close of the war.

The French Minister of the Interior has completed a tally of the buildings destroyed by the Germans in that part of France which they occupied during their dash for Paris, but from which they retired after a few days or a few weeks. That district is now in French possession and the count of the loss of wooden buildings has been finished. The destruction amounted to 345,840,000 feet, about one-third of it being fine joinery work and interior finish. The invading army occupied that district a short time only. The wave of invasion rolled in and receded, but within that brief period the destruction of wooden buildings reached the enormous total given above.

The Germans still occupy a region of France nearly four times as large as that from which they have withdrawn, and the destruction there has been, from all accounts, more complete than that in the districts where their stay was short. Based on that estimate, considerably more than a billion feet of wood has been destroyed, counting buildings alone.

But France is only one corner of the devastated areas. As much or more has been destroyed in Belgium, a greater amount in Poland, while in East Prussia, Austria, and the Balkans the totals are enormous. It is doubtful if the whole exports of lumber from the United States to Europe in many years would suffice to restore what the war has destroyed in buildings alone.



Colored Woods of the U.S.

HII MAXWELL

Editor's Note

The use of colored woods because of their color does not contribute much to the lumber industry of this country, but in a small way, such use is common in many regions. Our trees which produce the finest colored woods have much of interest when a close acquantance can be formed with them, though the majority of such species are not well known. In notatities where they grow they are often looked upon as weeds rather than as trees of value. For some of the best there is unquestionably a future; but it will be when utilization is closer than it is at present, and when appreciation has been keened by a more accurate knowledge of what possibilities lie in in that direction.

ARTICLE SIX

Every mature wood possesses some color. The only colorless wood that has not been made so by bleaching is the new growth immediately beneath the bark in the process of forming. Even basswood, cottonwood, maple, buckeye, and holly, which are commonly spoken of as white, are far from it. That is immediately apparent if they are compared with snow or even white lead.

Though every wood has color, those in the United States are relatively few which are selected and used for the beauty or novelty of their colors. It may be pointed out in order to understand the matter better, that woods of rarest colors in this country are gen-

erally species of small size, poor form of trunk, and of limited quantity. For that reason they are not widely known and are of small economic importance.

COLOR AND FIGURE DIFFERENT

Before that statement can be accepted at its face value, a distinction between color and figure must be insisted upon. It is a distinction not always easily recognized or defined, for figures in wood are only combinations of colors which are repeated with more or less uniformity. Therefore, all that can be attempted in that direction with any show of success is a segregation of the woods which have color but no figure, and a dismissal of the rest as belonging to another class. It is difficult to do even that much, for puzzling cases constantly arise which leave one in doubt whether a particular wood's beauty is due to the richness of color or to contrast of colors. as in junco, devilselaw, and sumac.

Wild black cherry and California redwood may be cited as illustrations of what is meant by colored as distinguished from figured woods. They have no figure, barring an occasional burl or piece with wavy grain, yet

color makes them attractive. There are many foreign woods of that kind, padouk (*Pterocarpus indicus*) furnishing a fine example; but the scope of the present article excludes consideration of woods not native of the United States.

Black walnut is frequently used on account of its color, but more frequently for its figure. Panels without distinguishable figure and of nearly solid black or dark brown are often seen in high class furniture or interior finish. Walnut so used because of its handsome color compares favorably with ebony employed in the same way; but the tone of walnut is less funereal than that of ebony.

California redwood is the most abundant native tree whose wood is valued for color aside from figure. That fine western species would be valuable no matter what the color of its wood, but its color adds much to its desirability for many purposes.

WHERE FINEST COLORS ARE FOUND

The richest colors belong to our minor trees. That seems unfortunate. How much greater would be the value of our large and abundant timber, like tupelo, maple, or cottonwood, if its wood

were as richly colored as that of red bay (*Persea borbonica*) of Florida? But we must take our trees as we find them, not as they might have been. A floor of maple, as it is, gives as good service as if maple's color were as rich as red bay's, but it may not be so suggestive of fairyland.

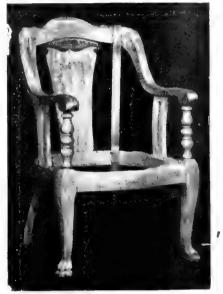
There is some question whether sumac should be classed as a colored or as a figured wood. The smallness of the majority of trunks excludes the wood from most uses; but specimens six or eight inches in diameter are not rare, and the peculiar colors of the wood of such a trunk create for it a demand for many articles of turnery like spindles, dishes, and ornaments. The yellow and black

bands which make up the bulk of the wood are extremely attractive, if they are not objectionable because too suggestive of prison stripes.

GENUINE AND IMITATIONS

It is so easy to color woods artificially that those which received their stains from nature lose some of their economic importance; yet no artificial coloring can equal nature's. The actual color which nature gives may be imitated by paint and stain, and even deepened and intensified; but the combination of texture and color is difficult in imitations. Birch stained like mahogany is not apt to deceive anyone who is acquainted with both woods in their natural state, because the texture proves one genuine and betrays the imitation in the other. Gum may be stained like figured oak, but no careful examination is needed to show the counterfeit. The charm of nature's colors in wood is due to the fact that the grain or texture is not concealed, but the color seems to show through the grain instead of the grain showing through the color, or not showing at all, as is apt to be the case with imitations.

The natural coloring may be washed out of wood. It is removed more easily from some than from others. It is so readily washed from California redwood that rainwater running from a new roof of this material may be deeply colored. The colors of all woods fade under the action of the weather. That is recognized in the terms "weathered effect," "weathered cypress," "weathered oak," etc. The natural colors have disappeared and others have been substituted. A hornet's nest or a wasp's nest exhibits perfectly weathered wood. Color is removed from pulp for paper by processes known as bleaching. Wood may be bleached so white that it resembles alabaster. Even at that it is no whiter than when it was newly formed beneath the bark of the tree. Some woods fade very rapidly when sawed into lumber and exposed to the air. Freshly cut box lumber of black willow heartwood in sawmill yards on the lower Mississippi, is dark purple, reminding one of some of the South American dyewoods, yet by the time this willow reaches the box factory it has so badly faded that it goes on the box market under the name "brown cottonwood," although a botanist would be puzzled if called upon to point out "brown cottonwood" trees in our forests, as that is not a separate species.

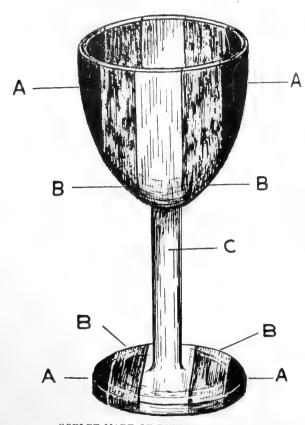


HIGHLY POLISHED CHAIRS
Such articles of furniture when made of colored woods, such as cherry and birch, are handsome and stylish.

O ada of Color is Woods

Color in wood is due principally to deposits or stains in and among the cells. It is not necessary to inquire specifically whether the coloring matter comes from the soil, or the air, or from chemical combinations, or from fungi and bacteria within. The latter is supposed to give the pleasing tone to English "brown oak." The range of tones, tints, and shades is wide. Hardly a variety of color can be named which is not present in some species of wood, and not infrequently several attractive colors are present in the same piece of wood.

The Texas devilselaw (Acacia greggii) affords a good example of the range in colors which a single wood may present, even though the tree is small, ugly (except when in bloom), deformed in trunk,



GOBLET MADE OF DIFFERENT WOODS

They are glued in solid blocks and then shaped by lathes, usually in manual training schools. A, yellow algarita. B, Bluewood. C, white holly.

and clothed with thorns, hooks, and claws so formidable that even rattlesnakes shun it. Beneath that forbidding exterior lie the bands, streaks, splotches, and layers of colored wood, so hard that the novelty maker must drill holes for the nails he drives and use a rasp instead of a plane in smoothing the gabbroitic surface. The wood is unknown except locally, and is so scarce that one may travel from morning till night through the thorny thickets which line the banks of the lower Rio Grande and not see a dozen devilsclaw trees large enough for fence posts, but millions that might make canes. The more highly the wood is polished, the more artistic the colors and contrasts. Rough wood does not show enough color to attract attention.

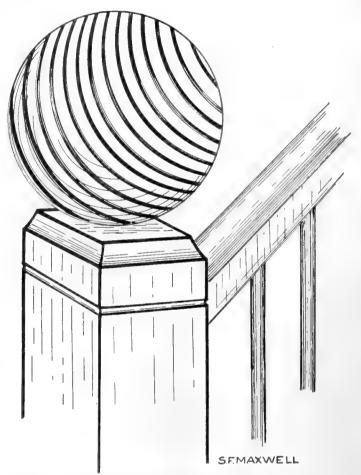
Devilsclaw wood is spoke nof at some length, not because it is more important than some others, but because it may be taken as a type of finely-colored semitropical woods abounding in the extreme southern parts of the United States. Several others may successfully challenge it for beauty. The point is, the finest woods are scarce. They surpass in beauty and delicacy of tint and tone the abundant and well-known economic species like cypress, birch, redwood, walnut, cherry, and others which commonly pass as colored woods.

ROOM FOR WIDE CHOICE

The finely colored species are not all in Florida and Texas. The common yellow locust (Robinia pseudacacia) makes a fine showing when highly polished, but the wood's coarse annual rings spoil the effect, and the wood is in more demand for buggy hubs than for anything else. Nearly the same might be said of Osage orange which is demanded chiefly for fence posts. So abundant is its coloring matter that it may be extracted at a profit for yellow dye.

The exquisite tone and velvety texture of mulberry heartwood are not appreciated as they deserve. Trunks fit for balusters, newels and ornaments, are split for fence posts or cut for fuel.

There is a railroad in Cameron and Hidalgo counties, Texas, that was built, to a considerable extent, with ties of huisache, lignumvitæ, and Texas ebony. These were cut near the right of way and were used because they were cheap and durable. They are extremely resistant to decay, and the contractor's only obection to them is that they must be bored before spikes can be driven. The fine colors of these woods appear to have caused no qualms of conscience in the tie cutters, for they saw no difference in class of use between a crosstie and a ukelele. A viewpoint so blunt is not un-



SUMAC NEWEL POST ORNAMENT

The black and yellow stripes suggest the markings of the Bengal tiger and also the uniform commonly worn by convicts.

common. The traveler along the Rio Grande must be prepared tohave his ideas on conservation shocked by seeing the thin-blooded Texans warming themselves during a "norther" by huddling round a roaring fire burning ebony. Their only objection is that the richly colored wood in burning gives off an odor suggestive of scorched leather, due, perhaps, to the tannin and other pigments in the wood. Even the flames take on weird and fantastic hues, as if the wood's colors were passing away in visible form. This tree is not a true ebony, but belongs to the pea family, the same as locust: and redbud.

ROUGH O. POLISHED

There is some excuse for failure to appreciate many richly-colored woods, because most people who know them, are familiar only with rough forms. No wood appears to good advantage in point of color or figure, unless it is finished and polished. Even a diamond makes a poor showing in the rough. There are woods in the southern parts of the United States which are thought of as fuel only, which are so beautiful when finished that their colors suggest onyx, agate, or some other variegated mineral, but most woods of that class are valueless as lumber because of scarcity and of small size of trunks. They should go to the shop of the novelty maker to be manufactured into paper knives, paper weights, napkin and curtain rings, card and pin trays, jewel caskets, game pieces, button boxes, canes, carvings, buttons, pen racks, dishes, candlesticks, handles for knives and small tools, palettes, maulsticks, knobs, cas-



OLD TIME KENTUCKY FIREARMS

The stock of the deadly rifle of the pioneer was often of yellow wood. The revolver handle was of black walnut.

tors, picture frames, musical instruments, small furniture, umbrella sticks, gavels, steering wheels, brush backs, billiard cues, rulers, etc.

A little along that line of manufacture has been done in some parts of the country. Tourists leaving Florida carry away artistic carvings and turnings of native woods but the trade is small. The Texas tourist has a limited choice of colored wood souvenirs. The Californians, with fewer colored species and more tourists, have made much of their opportunities, and samples of their finest colored woods, manzanita, laurel and feather tree, are carried by travelers to the four corners of earth but the finest of these woods, the laurel, is largely wasted by using it for bridge floors and pumping beams for oil wells. This wood, when seasoned under water, is known to connoisseurs as "black myrtle," but as a bridge floor it is no better than oak, and in so coarse a use its fine colors count for nothing.

The early Kentuckians were so favorably impressed with the color of their yellow wood (Cladrastis lutea), that they shaped stocks of it for the long and deadly rifles that made Kentucky famous; but since the passing of the homemade rifle, the wood apparently does not meet a single demand. Simmons does not mention it in his report on the wood-using industries of Kentucky.

PARTIAL LIST OF COLORED WOODS

It is not practicable to seggregate the woods used because of their color from those not so used. There is no certain line of separation. Choice is influenced by figure as well as color and often both go together. The following list contains some of the American woods which are occasionally employed because a pleasing color is the chief consideration:

Species	Where	best developed
Cypress (Taxodium distichum)		Louisiana
Redwood (Sequoia sempervirens)		California
Red Cedar (Juniperus Virginiana)		Tennessee
Walnut (Juglans nigra)		Missouri
Birch (Betula lenta)		Michigan
Oak (Quercus, sp.)		Indiana
Laurel (Umbellularia Californica) (water seasoned)	California
Cherry (Prunus serotina)		Pennsylvania
Yellow wood (Cladrastis lutea)		Kentucky
Osage Orange (Toxulon pomiferum)		Oklanoma
Locust (Robinia pseudacacia)		West Virginia
Sumac (Rhus hirta)		Unio
Mountain laurel (Kalmia latifolia)		. North Caronna
Holly (Ilem opaca)		Alabama
Catsclaw (Acacia wrightii)		Texas
Devilsclaw (Acacia greagil)		Texas
Huisache (Acacia farnesiana)		Texas
Lignum vite (Ganacum anaustifolium)		Texas
Blackwood (Avicennia nitida)		Florida

Feather try	rocar pus	burref	olin	St.				Coldornia
Manzanita	taphulus	mana	unt	111				C. Libert 19
Algarita (7)	terroliar	rt E					\	a Master
DINGWOOD CC	THUI ODOLA	(a)						T. 135
Mexican wan	· Judians i	HIH STE	1 < 1					11. 3. 12
Red bay (Perso	a borbonia?					 	 	Florida
Texas ebony (Zuma flexica	nulis).			 	 	 	Tavae
Junco (Kaberl	inia spinosa	1			 	 	 	Tovos

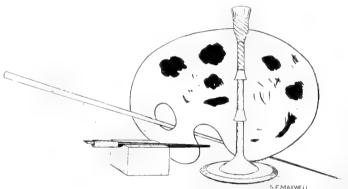
Railroads Appoint Lumber Committee

A committee to bring about more prompt transportation of lumber from the South will at once open offices at Norfolk, Va. The committee represents the Atlantic Coast Line Railroad; the Chesapeake & Ohio; the New York, Philadelphia & Norfolk; the Norfolk Southern; the Norfolk & Western; the Pennsylvania Company; the Richmond, Fredericksburg & Potomac; the Seaboard Air Line Railway; the Southern Railway, and the Virginian Railway.

Much of the lumber traffic passes over the lines of these companies.

The committee will virtually act as a clearing house in handling applications for special modifications of embargoes against domestic lumber and forest product shipments which the eastern railroads were compelled to place on January 30, 1917, on account of the general congestion and car shortage.

The purpose of establishing the committee is to facilitate, as far as is in the power of the carriers to do so, the granting of special permits for shipments of domestic lumber and forest products whenever transportation conditions permit. This has been felt by the railroads to be especially important at this time in view of the heavy demand for lumber to supply the spring building operations. The committee will be composed of the following representatives:



CALIFORNIA'S COLORED WOODS

Pallette of water-seasoned laurel. Maulstick of redwood. Candlestick of feather tree. Penholder of blue myrtle. Penrack, manzanita.

Atlantic Coast Line Railroad, S. A. Stockard and H. L. King; Chesapeake & Ohio, E. P. Goodwin; Norfolk Southern, J. F. Dalton and C. P. Dugan; Norfolk & Western, H. L. Daw; Pennsylvania, John T. Wray, chairman, S. J. Henderson and H. B. Arledge; Seaboard Air Line Railway, F. H. Smith; Southern Railway, H. P. Friedman; Virginian Railway, A. F. Shafhirt.

E Pluribus Unum

That classic phrase is said to mean: "Many are called and few chosen." It is about the fix that the proposed lumber commission to Europe finds itself in. The original proposal was to send half a dozen or more men over. Their knowledge must equal the combined knowledge of a dozen university professors on a dozen specialties, and besides, all the languages of Babel must be spoken. Examinations were held and re-held to sift out the incompetents. Scores of applicants, who had supposed they knew something about the lumber business, were marked zero on their examination papers because they could not tell the difference between the Transcendental Ego and the Analeets of Confucius. It now appears, according to latest reports, that it was all a false alarm, that there is no expense money for the trip, and maybe one man will go, and maybe not.



M. E. PREISCH, NORTH TONAWANDA, N. Y., PRESIDENT



W. W. KNIGHT, INDIANAPOLIS, IND., RETHRING PRESIDENT



H. F. TAYLOR, BUFFALO, N. Y., FIRST VICE-PRESIDENT



National Wholesalers' Meeting



Enthusiasm and the recounting of unusual accomplishment of rapidly developing importance and increasing consideration of the bearing of modern methods in many other industries on lumbering, marked the twenty-fifth annual meeting of the National Wholesale Lumber Dealers' Association held at the William Penn Hotel Pittsburgh, Pa., on Wednesday and Thussday, March 21 and 22.

That the association is following in its lines of progress the most advanced and modern methods was proven in reports on all phases of the work; and the report of Secretary Perry, in departing from the usual recounting of routine work, was devoted rather to a careful analysis of the industry in so far as the wholesalers' organization has a bearing on it, and a definition of the currents which future work and plans must follow in order to most speedily bring the work up to the highest possible standard of productive influence.

Too much praise cannot be given to the members of the Pittsburgh Wholesale Lumber Dealers' Association which proved that its reputation for accomplishment, and the promise extended to prospective visitors of a thoroughly enjoyable time while in the city were altogether justified.

WEDNESDAY MORNING SESSION

President W. W. Knight called the meeting to order promptly with the introduction of E. V. Babcock, who spoke as the direct representative of the mayor. No one can more accurately convey a feeling of genuine hospitality and appreciation of the privilege of acting as host than can Mr. Babcock. No one can put on paper the spirit of his utterances but the real cordiality of the Pittsburgh hosts indicated so generously in the material sense before was proven in its spirit by Mr. Babcock's talk.

He was followed by acknowledgment in behalf of the visitors by M. E. Preisch, first vice-president. Mr. Preisch praised the many remarkable institutions of Pittsburgh and the personnel of the Pittsburgh association, which had already been so clearly proven. He left no doubt that the evidence of unusual welcome was thoroughly appreciated by the association.

Col. J. M. Schoonmaker, of Pittsburgh, vice-president of the Pennsylvania & Lake Erie Railroad, claimed that the backbone had been taken from a speech which he had prepared by the taking unto himself by Mr. Babcock of a story which Mr. Schoonmaker had planned to build his talk on. So he talked informally, primarily on the difficulty of either the shipper or the carrier being able to appreciate the viewpoint of the other. He expressed himself as

believing that the modern trend toward cooperation in all industries and between all branches of each industry would ultimately do much to effect a greater degree of understanding that would make for the benefit of each. He linked his talk with lumbering by describing the brave deed of a member of one of the regiments which served under him in the Civil War, the hero being an Alleghany river lumber jack, Colonel Schoonmaker himself having been born in Pittsburgh when the rivers were bringing in to Pittsburgh thousands of logs from the richly timbered regions of Pennsylvania

On motion, the roll call and minutes of previous meeting were dispensed with and President Knight delivered his address, a summary of which follows:

President Knight's Address

I am very much pleased to report that notwithstanding the difficulties in securing new members, we have a larger membership than at any other time in the history of the association, with possibly one exception when an extraordinary effort was made for new members, many of whom later dropped out for sufficient reasons. During the year thirty applications for membership have been received, and the usual committees appointed, while the withdrawals have been only about half the usual number.

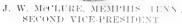
I should like to call attention to the very excellent work being done by the bureau of information. The very commendatory letters we receive from those who are really benefiting from this work, lead me to urge those who are not members of the bureau to become members, and get the results obtained by those using the service. In my opinion there should not be any division of membership. All members of the association should be members of the bureau. The bureau files contain approximately 35,000 reports, which are revised regularly and kept up to date, and are of extreme value to the association, and are insured in the sum of \$25,000.

The collection department is another of our most important departments, and is constantly increasing the work of the office, to say nothing of the many instances when through advance information, we have been able to advise our members, and save them hundreds, and in some instances, thousands of dollars.

Not the least important work of your association is that conducted by the railroad and transportation department. The work is of the modest or retiring kind, because such a large amount of the work is not heard of or seen, but our membership may realize to a slight degree the work entailed by perusing carefully the many embargo notices which have been sent out from our offices. These notices must all be edited and revised most carefully, and the labor of getting them out is an endless task, but I might add that in many instances these notices are in the hands of our members hours and sometimes days before the local agents of the railroads hear of them.

During the year approximately 700,000 "Build with Lumber" posters have been distributed, mostly to the retail dealers, and the repeat orders indicate that they are producing results satisfactory to those using them.







E. F. PERRY, NEW YORK CITY, SECRETARY



HENRY CAPE, NEW YORK CITY, TREASURER

During the year there have been submitted to us by the Chamber of Commerce of the United States, seven referendings, which have been considered at length by the executive committee and board of trustees, and appropriate action has been taken.

At the last annual meeting a report was made by Mr. Griswold, then chairman of the insurance committee, recommending the formation of an inter-insurers under such form as might be found legal and practicable, and it was thought at the time that a New York Lloyds license or permit might be obtained. The new committee, Mr. Preisch, chairman, took up the matter with zeal, had several meetings, and had several conferences with the insurance commissioner of New York, but has been unable to accomplish very much.

In closing, I wish to express my thanks and appreciation for the assistance, counsel and advice of the executive committee and board of trustees, and also for the very efficient work of the employees of the association.

Secretary Perry's paper indicated a keen appreciation of the the bigger problems the industry is called upon to solve, and a great deal of work and thought that a proper presentation might be made. His papers follow in part:

The Secretary's Report

Only during the past few years has the business man accepted the broader proposition of "co-operation to produce the greatest good to the greatest number." When we apply co-operation to the lumber industry and its allies, we are applying it pretty broadly, because the machinations of the lumber industry are probably as great as those of any of the industries of this country.

Disorganized and without adequate machinery to cope with the difficulties arising each day, the ordinary business man would find an almost impossible task before him. Trade organization has become indispensable in meeting the problems of business. Organization merely for social purposes has become obsolete and has almost ceased. The annual banquet has become merely an incident. An organization to be most useful must keep in touch with the constantly changing laws and customs as they relate to business transactions, transportations, credits, insurance, financing, and in fact the organization must be so thoroughly developed that no detail of business is overlooked, but it must be ready to be consulted on the merest detail. It must be the members' headquarters bureau of general information.

The National Wholesale Lumber Dealers' Association is as nearly the ideal modern business trade association as any in the United States. We fulfill the principles laid down as being necessary for such an association and many of our members would feel lost without the special services this association has been found to give.

I am convinced that in the future the association will continue to do all this, and it must further educate its members into a broader co-operation by the introduction of more correct methods of merchandising and by improving on present methods of operation from manufacturer to wholesaler and from wholesaler to retailer, so as to enable the retailer to distribute the product at the lowest possible cost to the ultimate consumer, even so far as to co-operate with the distributor on some constructive, intelligent plan with the elimination of unnecessary distributing costs and overhead expenses. Some of the present methods are unscientific and must be corrected. The broad, comprehensive plans as outlined by the Federal Trade Commission will help to correct many of these, and I am glad to believe that all classes of merchants will in the now somewhat clarified atmosphere feel more free to consult together as to the best methods.

Dr. Kreb says: "If you wish to make your point, repeat, repeat," I want to make my point, therefore, I say, co-operate, co-operate, Make the slogan of this association "We will save you money," but, gentlemen, it can't save you money. No one can save you money unless you co-operate and as the problems in the lumber business are largely questions in connection with the proper distribution of lumber, I think we must in the near future spend more time in the solution of these difficulties which affect that important branch of the lumber business.

The same principles that caused the working men to form unions are being adopted by American business men, so that the majority shall not suffer for the faults of the minority.

The past year has unquestionably been an unusual year, but because of the difficulty experienced in doing business, it surely has emphasized the necessity of a central organization headquarters to which lumbermen could appeal for help. Hardly a day passes but that in addition to our regular membership inquiries we have received requests for trade information from those who are not members, such as banks, railroads and manufacturers in other lines, and from the nature of many of these inquiries I believe you do not appreciate the value of your membership in your association.

I cannot understand why 200 wholesalers, whom we know are being benefited by our efforts and expenditure of money, do not cheerfully volunteer to join with us. Some replies to our invitations to become members would be amusing if not serious. In the past year probably 50 have intimated that they would join if it did not cost so much or if we could show where they would make more than this cost, or some other reason was given from the "get-more-than-I-give" point of view, overlooking entirely the broad purposes and those benefits which accrue to the general trade at the expense of those who do pay and work, but always insisting on getting \$2 for \$1, cash in advance. I believe we are gradually getting to the position of some secret orders, they never seek members. You must ask if you want to get in.

The association has 405 members, the bureau 237.

As one of your executive officers I wish to thank you for your generous response to the calls that have been made during the past year and sometimes at great cost in both time and money. Each year shows a larger number of working members, and I find no way to convey to you here any estimate of these sacrifices, and can only say that those who have not been called on this year to serve owe a lot to a good many willing workers.

In the absence of Treasurer Henry Cape, due to his illness, C. E. Kennedy read the treasurer's report which showed total receipts of \$38,734.99 and a balance in excess of \$1,000.

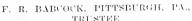
In his report which follows on the work of the Bureau of Information, A. L. Stone, chairman of the board of engineers of that bureau, showed a great expansion in activity and in the service it is rendering.

Report of Bureau of Information

Last year was an extraordinary one and when it is stated that by actual record the total formal requests received during the year for special reports aggregate 9.579 as compared with 8.812 for the preceding year, and which does not take into consideration the hundreds of telephone and telegraph inquiries.

Every wholesaler fully appreciates the changing conditions of the past year and many instances can be recalled where some peculiar or unforeseen circumstance has so seriously affected a credit risk as to almost instantly change it from a good to an undesirable account. Under such conditions developments come rapidly, leaving signs and symptoms, which,







HUGH McLEAN, BUFFALO, N. Y., CHAIRMAN INSPECTION COMMITTEE



C. A GOODMAN, MARINETTE, WIS.,

when studied in relation to cause and effect, frequently serve as a means of detection of failing circumstances on other risks, which to an ordinary observer, may not possess the significance it deserves. In other words, when the smoke has blown away from a failure an investigation of its causes frequently reveals the slow process of one hidden step after another toward the final collapse, which if considered in connection with other facts more readily ascertained, should have easily warned of an impending embarrassment.

Conversely, it becomes necessary to be continually on the lookout for clues that may be revealed after starting an investigation of reports or rumors at first apparently unimportant. This is not a process of mechanical precision, because if it were, the acme of perfection of credit reporting would be reached. But every effort is made to reach the goal.

To keep our file of 35,000 reports fresh and up-to-date requires a most careful supervision of massed detail, and the mere statement as to the hundreds of letters and inquiries daily passing through the office can itself be astounding, but when it is appreciated how all these facts must be tabulated and utilized so that nothing is overlooked, some idea is had of the bureau's organization and the necessity for trained clerks and assistants.

The bureau's superiority rests largely in the information and opinions received from members who so freely co-operate in furnishing facts they will not submit to other agencies.

No record is kept as to the amount of the hundreds of trade opinions and experiences daily reaching our office, but with every revised report containing an average of at least a dozen new opinions, some impression is gained of the magnitude of this co-operative plan of credit reporting.

More attention has been paid to investigation of antecedents, of following up local rumors through our own established attorneys, and noting especially the fire hazard, it being more and more recognized that one of the fundamentals to sound credit is sufficient sound insurance. The practice of having salesmen report direct to the bureau relating their personal observations, especially as regards the moral hazard, is becoming more general, and should be encouraged, because frequently much valuable time is saved in starting an investigation that may bring to light important facts, either favorable or unfavorable; for the bureau's function is two-fold, to warn subscribers away from a doubtful account, and to do no injustice to a credit risk which is entitled to commendable consideration.

With lumber credits running to large amounts, the question of signed statements of assets and liabilities must continue to be a paramount one in the bureau reports, and because of the growing influence of the association your customers are more freely responding to our requests for this information. A comparison of reports today with those of ten years ago will indicate the change in this respect, but this has required a constant plan and educational effort to make the customer realize just what this cooperation on his part means. While the signed statement as a basis for credit is becoming a dangerous instrument to treat lightly, lumber buyers generally recognize the desirability of being properly reported, which of course is more easily accomplished when actual inventory figures are submitted with the other facts.

It is impossible to overestimate the value of the collection department of the bureau. The claims handled last year amounted to \$494,163, as compared with \$380,355 for the previous year. Last year, claims aggregating \$230,459 were paid with a gain of almost \$50,000 over previous year. The increasing number of claims which are paid through the office without reference to an attorney is an indication of the growing prestige of the association, as well as the desire of debtors to maintain their credit in the bureau report.

M. E. Preisch, chairman, read an interesting report on the work of the committee on fire insurance.

Report of Fire Insurance Committee

The fire insurance committee in its report presented at the last annual meeting recommended the organization, along mutual or inter-insurers lines, of a company to write fire insurance for our members. Its report was adopted and it was expected that the present committee would carry into effect the recommendations made. Unfortunately, in the time which elapsed between the retirement of the former committee and the appointment and organization of the present committee, the Lloyd's charter, under which it was expected to organize an inter-insurers company, was purchased by other parties. Under the present laws of the state of New York, it is impossible to organize a stock fire insurance company with a capital of less than \$200,000 and a surplus fund of \$100,000, which must be fully paid in advance.

The expedient of organizing in some other state where the requirements are less difficult has not seemed practicable. Therefore, it has been deemed necessary to secure an old charter, if possible, under which to organize.

Your committee is of the opinion that it is desirable from the standpoint of our association to organize an inter-insurers company which shall be under the direction of its directors and officers, provide insurance for its members at a low cost, serve as a lever to keep fire insurance rates within reasonable limits and at the same time produce a small revenue for the association.

Workmen's Compensation Laws

Charles H. Barnaby reported in a thorough manner as chairman of the committee on workmen's compensation, a summary of which report follows:

Thirty-five states have workmen's compensation laws in force. This notable spread of legislation has awakened employers to the soundness of the principle of certain forms of social insurance. It has become evident that compulsory accident insurance is of general benefit, and it has also become evident that the forms of insurance not covered by compensation would be beneficial also.

The principle of workmen's compensation insurance, which is based upon providing against the usual accidents of industry and trade, has opened up a tremendously wide field. Coupled with it and now receiving very marked attention is compulsory health insurance, and in our opinion in a very short time we will have in many of our states compulsory health insurance laws.

We all appreciate the fact that the injured workman has been very much benefited by the changing over from the old law to the new method of providing compensation to the injured man and his family. The moneys collected for this purpose now reach the recipients with very little loss, while under the old method much time and money was dissipated in attempting to fight through the courts the various claims made for injury.

I trust you will pardon the chairman of this committee if he uses Indiana's workmen's compensation law for comparison. We think in Indiana we have a very fair, in fact, a model compensation law. The prime features of this law are a fourteen-day waiting period; 55 per cent wage basis; thirty-day medical fee and the right of the employer to furnish medical aid. At the closing session of our legislature, on March 5, however, an amendment carried reducing the waiting period to seven days.

We also find that insurance rates are increasing rapidly. New York's rates are placing a tremendous burden on the employers. This is especially true in manufacturing and handling of lumber and logging. We have

been informed that the new insurance rate on logging in the state of New York has been increased to \$8 on every \$100 of payroll in that industry. We also understand that the same tables are applicable to the sawmill.

Appointment of Committees

After announcement by F. R. Babecek of the elaborate plans for entertainment, President Knight appointed the following three committees: Special committee to confer with retailers on terms of sale, trade ethics, etc.; resolutions committee; nominations committee.

The special committee was composed of F. S. Underhill, chairman, M. E. Preisch, C. H. Hershle y, Charles Hill, J. W. McClure and Horace Taylor.

The nominating committee was as follows: F. R. Babeock, Guy I. Buell, T. M. Brown, Gerard Powers, F. E. Dudley, Hugh McLean, George W. Stevens, W. E. Litchfield and C. H. Barnaby.

The meeting then adjourned until 2:30.

WEDNESDAY AFTERNOON SESSION

The session of Wednesday afternoon was in reality not a part of the meeting—the association lent its auspices to a general conference on the traffic question, specifically on the matter of the grave troubles resulting from present shipping difficulties.

L. Germain, Jr., of Pittsburgh, occupied the chair and the only formal business, the report of traffic manager W. S. Phippen, was quickly disposed of by the motion that it be accepted without reading and printed for distribution. Then the six hundred or more men—lumbermen and important railroad officials—settled down for what had promised to be an extremely fruitful session.

Chairman Germain pointed that as the one big traffic matter before the trade now is the impossibility of moving lumber, the conference would be given over to consideration of that phase to the exclusion of rate matters, reconsignments and other important matters.

There is no question but that the chairman's pronouncement of a sincere desire that frankness rule in all discussions was the sentiment of every lumberman present. The obvious deduction is that the railroad people also were sincere in their desire to get somewhere else they would not have accepted the invitation to the conference. However, it soon became evident that in spite of the earnest sincerity of the lumbermen, they were groping in the dark; they came with too great expectations of the result-producing possibilities of the conference-too great a willingness to trust to some magic blending of ideas that would turn out a well defined course of action along lines that would point the solution with certainty. They seemed to grope, as it were, for a sort of composite picture of the plans of everybody which, when thrown out on the screen in proper relief, would automatically indicate the solution. Neerless to say there was considerable disappointment that nothing more specific resulted than the final decision to appoint a committee to co-ordinate the efforts of lumber shippers and co-operate with the railroads in every way possible, and continue to co-operate until something specifically remedial had been accomplished. A factor which undoubtedly helped to minimize results was the apparent unwillingness of the railroads to squarely face an issue-dodging was the favorite method of answer.

It must not be inferred from the above that the conference was a failure—to the contrary, it was a huge success, and probably one of the most fruitful from the standpoint of awakening a realization of the true and general gravity of the situation. But as far as the hope to there and then work out a cure-all for the present conditions was concerned, that hope was fated from the beginning to be blasted.

Some of the main points brought out were that the roads are without doubt discriminating against lumber in almost all regions; the roads are not making a sincere and general effort to play fair with the lumbermen and help them to the utmost—as indicated primarily by the lack of consistency between their statements and their practices and policies; that the lumber trade is not the only industry "up against it" as the carriers are probably as hard hit as anybody; that the problem is fundamental and to be worked out not over night, but only by diligent application; that the new

car service rules are already helping some but can be made immensely more effective by a more general study and understanding of these rules by both the shipper and the personnel of the railroad systems; that one of the primary causes of continued chaos is lack of loyalty among minor railroad employees—lack of sincere regard for the immense responsibility to the nation which rests on their shoulders.

Many speakers took part in the discussions, many questions were propounded by shippers and their answers attempted by the carriers.

The keynote speech was made by W. H. Mauss, assistant to the vice-president in charge of commercial development of the Baltimore & Ohio system. Mr. Mauss spoke in the absence of Vice-President Thompson, who had expected to come but who was held in conference with federal officials on traffic matters.

Mr. Mauss was supposed to handle the matter from the railroad standpoint without gloves, and announced his intention of so doing-and he fulfilled his promise to the extent of giving a great deal of interesting information bearing on the fundamental features of the present economic and industrial situation. He did not, however, appear so gloveless in his handling of the specific attitude of the roads toward the present difficulties. In fact his very able talk did not touch that question in an intimate way. Undoubtedly, though, his course was wisely taken, for a failure to grasp the basic reasons for industrial changes is one of the weak points of American business life. It was Mr. Mauss who first propounded the theory that lack of loyalty among the thousands of minor employes of any railroad system has an immensely detrimental effect upon the efficiency of that system. He pointed to an equally serious influence, cause d by the reflection of the public distrust and dislike for the railroad, upon the employe who is bound to feel the same antagonism and to give of his work grudg-

Mr. Mauss, in fact, indicated that he considers the present troubles as resulting as much from the attitude, scarcity and growing inefficiency of labor as to the scarcity of cars and motive power.

Mr. Mauss maintained that the present startling conditions in the national life are due to two fundamental and unchangeable conditions—the undeviating tendency to balance supply and demand and the basic law that increasing the gold reserve of the country inversely affects the purchasing power of the dollar. He said that the dollar today will buy what thirty cents would have purchased fifteen years ago.

On the question of supply and demand Mr. Mauss made the following statements, the significance of which are self evident:

Population has increased in the decade up to 1910 by 21%;

The food cereal production of the country increased by only 1.7 per cent while the production of meat producing animals decreased by 10%;

The wool production decreased by 28 per cent;

The wheat production in 1916 was 699,000,000 bu.—386,000,000 bu. less than 1915:

The production this year will be about 600,000,000 bu.;

The export of wheat in 1916 was 24 per cent of the total;

The wheat consumption in this country per capita was 6.6 bu, in 1910 and 4.7 bu, in 1916;

Australian wheat production for 1917 shows 25% less than 1916;

Argentine Republic will produce only enough wheat to fill its own needs; France showed 26% decrease in wheat in 1916 from 1915 figures; the prospect this year is poor;

The production of potatoes in the U. S. showed a decrease in 1916 of 30 per cent from 1915; and where we imported $8{,}000{,}000$ bushels per year before the war we now import none.

Speaking of the monetary situation Mr. Mauss went into details regarding the bearing of gold reserve on purchasing power, with conclusions already noted. He said: that since the war started the gold reserve of France has increased by \$157,000,000; Germany's has increased by \$529,000,000; Holland's has increased by \$122,000,000 in one and one-half years, and England's has been decreased by \$76,000,000. Nine hundred and sixty millions in gold have come to this country since the war started.

Speaking of the effects of wars on costs of staples he said, that during the Mexican war food and clothing went up 8 per cent;

during the Crimean war, 14 per cent; during the Civil war, from 1861 to 1862, food increased 10 per cent and clothing 24 per cent, and in 1865 the increase had become 116 per cent for food and 199 per cent for clothing. He made the observation that prices never get back to ante bellum levels.

As showing the economic effect of the war, he said that with 16,000,000 men under arms and three workers being needed to support one soldier, there are in Europe 64,000,000 people who have been turned from constructive effort to destructive effort.

Mr. Mauss made the startling statement that present turbulent conditions must continue until 1928, basing his deduction on the following conditions:

Industrial war must follow the present war until a permanent alignment of the commerce of the various nations has been reached.

The warring countries are already making vast preparations for the new war which consists in part of the preparations of plans to induce active workers to return from this country to their old homes and the prevention of emigation of producers to this country.

The result will be immigration mainly of cripples and women and hence until the new generation becomes of productive age here in 1928 labor will control the market and the conclusion is obvious.

Mr. Mauss' talk was followed by the general discussion which culminated in the resolution, after which the meeting adjourned until Thursday.

THURSDAY MORNING SESSION

The second day of the big convention was marked by two of the best addresses ever heard by lumbermen anywhere. J. Rogers Flannery led off in the morning with a discussion on foreign trade. He is chairman of the Foreign Trade Commission of Pittsburgh, and for the past two years has made an exhaustive study of the possibilities of increasing business over the sea. Mr. Flannery told the lumbermen that whereas the capacity of the lumber mills in this country is now 170,000,000,000 feet per year, the entire production was only 42,000,000,000 feet in 1916. "Foreign trade markets," he said, "offer a panacea for the two difficulties which now beset lumber manufacturers in the United States, namely, over production and the constant and rapid increase in the cost of making lumber and of shipping it." Mr. Flannery argued that the reason why lumbermen have not taken up this phase of the world's market before was because our foreign trade amounted to \$49 per capita before the war, while our domestic trade last year amounted to \$400 per capita. This domestic market has held back the development of foreign trade in his opinion. He reviewed briefly the measures now being taken by the United States government to help manufacturers, especially lumbermen, get into the foreign market successfully and urged every manufacturer and wholesaler of lumber to give this matter the most careful study.

Modern Salesmanship

Edward A. Woods, manager of the Edward A. Woods Agency of the Equitable Life Assurance Society, brought home to several hundred lumbermen a wonderfully broad vision of the possibilities of salesmanship. "As the world gets larger," Mr. Woods said, "the matter of distribution gets more important. The world's greatest rewards are now going to salesmen. These men must have a knowledge of their product and their customers. They are not born salesmen. They must possess the four qualities of convincingness, good appearance, steady work and initiative." Mr. Woods made a hit with his hearers by saying that the modern idea of salesmanship is the satisfaction of both buyer and seller. He spoke of the closer approach to real ethical and religious motives and methods in salesmanship and reviewed briefly the field of education along the line of instruction in salesmanship.

J. C. Donges, president of the J. C. Donges Lumber Company of Pittsburgh, read an interesting report as a delegate to the National Foreign Trade Council which met in Pittsburgh in January.

A feature of the meeting was the address of Colvin Brown, chief of the organization bureau of the United States Chamber of Commerce. Mr. Brown gave the delegates some splendid information about how the government is prepared to help business men, and especially about how this bureau is trying to find the point of contact with the 855 commercial organizations of this country.

This is being done, he said, along certain special and well defined lines, including agriculture, fire hazard, paint-up and clean-up campaigns, credit bureaus and courts of business arbitration. The purpose is to get commercial associations to think and act more intelligently along community association and development lines.

Charles II. Prescott, counsellor of the lumbermen in the Chamber of Commerce of the United States, made an interesting report of that body's convention at Washington, and methods being taken to help along national trade development. The report follows in part:

Report on U. S. Chamber of Commerce

The National Chamber went into its convention at Washington, D. C., January 31, 1917, with an organization membership of \$70, from 48 states and our insular possessions, the American chambers of commerce in Paris, Berlin, Milan, Naples, Constantinople, Shanghai, Rio de Janeiro and Buenos Aires, and with an individual membership of 5,000, the limit provided by the by-laws, with 300 on the waiting list—in all, an underlying membership of 383,658 and was really the most representative gathering of its kind ever convened in America, there being in attendance over 600 national councillors, and over 1,200 delegates, representing all sections of the country, and all branches of commerce and industry.

President Rhett's opening address indicated in broad views and clear conception of the commercial and industrial conditions of this country, and the need of constant study, close co-operation and united action through some such medium to insure due consideration of important subjects vitally affecting our national problems by both administrative and legislative branches of our government.

Other able speakers addressed the convention on topics of great importance, including "The Railroad Situation," "National Defense," "Industrial Relation," "Conditions After the War," "The International High Commission" and "Education for Foreign Trade."

Forestry Committee's Report

The report of the forestry committee was made by J. R. Williams, chairman. It alluded to the general need of forestry to provide for the needs of the future, and pointed out that a forest policy cannot be carried out with success unless it is supported by public sentiment. In the past the activities of the people have been devoted to cutting timber and selling it, and little thought was given to the problems of providing for the future. A radical change is taking place. Efforts are being made to provide lumber for the generation which shall follow us. These commendable efforts vary grealty in different regions. In some places they amount to little, in others considerable progress has been made. Pennsylvania was cited as a state that has become a leader in forestry work.

THURSDAY AFTERNOON SESSION

The afternoon was taken up largely with reports of committees and the election of officers.

The committee on transportation reported in part as follows:

Report on Transportation

The serious freight congestion resulting in car shortage and numerous embargoes has played havoc with the lumber industry. It has been difficult for mills to get cars to move more than a small percentage of their normal output and when cars have been obtained, embargoes have, in many instances, prohibited the movement of shipments to the desired destinations.

We have been deluged with requests for permits and requests to locate and effect delivery of shipments delayed en route. Recently I appeared before the Car Service Commission in Washington and emphasized the necessity for action on the part of the carriers to permit the freer movement of lumber and I was assured that the matter would receive special consideration. While a decided improvement might reasonably be expected with the advent of spring and better weather conditions, other factors have arisen which certainly do not tend to brighten the situation. It is, however, my opinion that the carriers are not accepting and transporting a fair share of lumber in proportion to the total tonnage of all commodities which is being handled and it appears to me that this point would be well worthy of your consideration.

At the annual meeting in Philadelphia March 15-16, a resolution was adopted endorsing Bill II. R. 651, known as the Keating bill. The object of this bill was to stop the practice, which seems to be more or less prevalent among carriers, of rendering undercharge bills long after shipments have been delivered and demanding settlement on pain of suit. This practice has caused much annoyance and financial loss, especially to whole-salers, who, after having made settlement with the mills, have in many instances been forced to pay undercharges with no opportunity of obtaining redress. This bill provides in substance that it shall be the duty of carriers to demand of the party legally liable therefor, payment of all of the charges for any service in the transportation of property within ninety days from the time of the delivery of the shipment and provides a penalty for failure so to do. It also provides that all suits by common carriers for the recovery of charges for any service in the transportation of prop-

erty or any part thereof, shall be n , and within two years from the time the cause of the action accrues and n+1 after

This bill was not passed at the last session of Congress, and it is the purpose to introduce a similar bill at the next session.

On February 23, 1917, I appeared before the Interstate Commerce Commission's suspension board in Washington in opposition to the proposed increased rates on lumber and forest products from Mississippi valley and southeastern territories to Eastern Trunk Line territory. Those tariffs were filed to become effective March 1, 1917. The proposed increases from the southeastern states amount to about five per cent of the proposition applying north of the Virginia gateways, while from Mississippi valley territory the proposed increases are 1 cent per hundred pounds.

On February 24 the commission suspended the proposed schedule until June 29, pending the result of a full hearing and decision.

During the past year we have handled 620 freight claims, aggregating \$16,800; have brought a number of actions before the Interstate Commerce Commission involving reparation; have furnished about 1,500 rate quotations; have traced and effected delivery of a number of cars; and have answered hundreds of inquiries and requests for information on various transportation subjects, such as bill of lading provisions, carriers' liability, delays in transit, deliveries, demurrage, disclosing information on freight bills, demands for undercharges, damages, embargoes, routing and misrouting, transit arrangements, weights, etc.

Hugh McLean, chairman of the hardwood inspection committee, reported as follows:

Report of Hardwood Inspection Committee

There were two conferences during 1916 between committees from the Hardwood Manufacturers' Association of the United States and the National Hardwood Lumber Association with a view to agreeing on one set of rules for the inspection of hardwood lumber. These proposed changes were agreed to by the manufacturers' association at the annual meeting in Cincinnati. They were then referred to the National Hardwood Lumber Association at its meeting in Chicago in June and were not adopted, so matters now stand as they have been for some years. While there are two associations in the field in hardwoods, there seems to be very little friction in regard to the inspection of hardwood lumber throughout the country, and any dealer or consumer can buy on the rules of the manufacturers' association or on the National hardwood rules without any trouble and he can tell exactly what he is going to receive when he buys under these rules. As your committee has tried for years to get one set of rules and has failed in doing so, we would respectfully ask you to discharge us.

William E. Litchfield, chairman, reported for the committee on trade relations. A summary of this report follows:

Report of Trades Relation Committee

Like many other industries of the country we have become spread out. We went through a season when the prospects were bright and many embarked in the business which resulted in a greater production and duplication of effort than the demand justified, and the lumber business must pull itself together again and every branch of the trade should use its best endeavors to co-operate and bring about a better situation. It is possible to bring it out of its chaotic condition through a better understanding among the different divisions of the industry.

The years from 1898 to 1908 saw great prosperity and lumbermen were looked upon as favored individuals and many fortunes were made. The numerous small mills that once covered the producing sections of our country were replaced with larger units some of which at that time were financed and the outputs disposed of by firms designated as "wholesalers" and the mills accepted the selling prices as made by the wholesalers. These large mills backed themselves with timber limits and planned for great outputs creating enormous interest and other overhead burdens. The small capital needed for a certain class of wholesale business encouraged many to go into this part of the industry and the mills have gradually found that they were competing with themselves in the same district by several wholesalers offering the same stock. The result of this was to diminish their ability to meet their enlarged obligations and of course suggested the application of some remedy. One attempt in this direction has been the establishment of central selling agencies representing several plants in the same line of production. This would naturally eliminate more or less competition and have a tendency to equalize and regulate production and provide a more adequate means of keeping in touch with credits. In the past manufacturing plants have been able to get credit and support in large amounts that they will not be able to do under the new system.

Anyone who has studied the business methods in European States will find that co-operation and not competition has built up their great commercial life. If one should go into the great electrical plants in Berlin to study their requirements in American woods and undertake to sell them, he would find every readiness to show what they used and the minutest detail of what they needed and then would refer you to their broker in Hamburg who kept in touch with the values of lumber and the best methods of obtaining what they required at all times. Any who have had experience in selling in Liverpool, London or Glasgow will find the manufacturer difficult to approach; their system of buying is to trade with the broker or wholesaler.

Our large southern producers feel that they should sell direct to the consumers in the great eastern and northern cities, but it will be found that their lack of knowledge on many points such as commercial standing, customs, local changes, local needs of the consumer, etc., will bring them great losses financially. I believe it is easier to obtain credit in the lumber line than in any other industry.

Terms of Sale Reaffirmed

The report of F. S. Underhill, chairman of the committee on terms of sale, which recommended slight extensions in the present terms of sale used by the association members, brought forth a storm of protest and a lot of live argument from wholesalers all over the country and also from retailers from Columbus, O., and Philadelphia, Pa. In general, wholesalers objected strongly to making any better terms of sale to retailers because their own terms from the manufacturers were not so liberal.

The Election of Officers

The election of officers resulted as follows:
PRESIDENT, M. E. Preisch, North Tonawanda, N. Y.
FIRST VICE-PRESIDENT, Horace Taylor, Buffalo, N. Y.
STROND, VICE PRESIDENT, Libra W. MCCONTROL Membris, Ton

SECOND VICE-PRESIDENT, John W. McClure, Memphis, Tenn.
TRUSTEES for three years, W. W. Knight, Indianapolis, Ind.; M. E.
Preisch, North Tonawanda, N. Y.; George M. Stevens, New York, N. Y.;
William H. Schuette, Pittsburgh, Pa.; A. L. Stone, Cleveland, Ohio; Guy
Buell, Spring Hope, N. C.; W. G. Powers, Quebec Lane, Quebec.

ENTERTAINMENT

The entertainment program was one of the most ambitious ever prepared for a lumber convention, but the executive ability of the men in charge insured its being smoothly carried out in every detail.

To begin with, the Pittsburgh wholesalers had bought up practically the entire house at the Nixon theatre where the performance of "The Cheat" proved highly satisfying entertainment. Following the show there was a supper and dance in the ball room of the hotel, which was a huge success.

"Heinz 57" were the hosts at an elaborate luncheon and tour of inspection Thursday noon, the visitors going out in special trolleys, the ladies returning in autos via the city's boulevard system, while the men came back in the more plebeian street cars.

The formal banquet held on Thursday night was, in every point, up to the ambitious standard set by the wholesalers' association.

Maurice E. Preisch

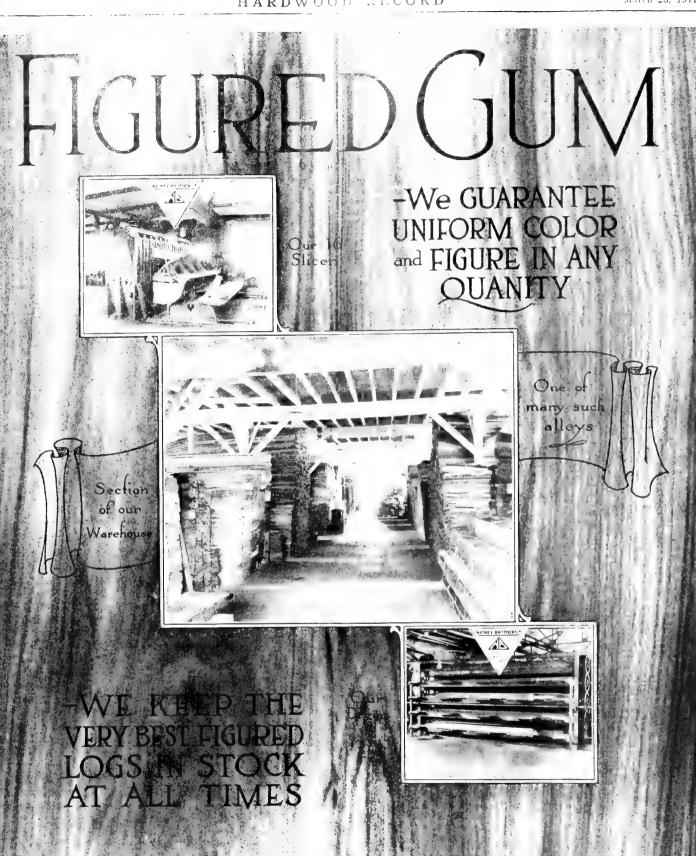
M. E. Preisch was born near Lockport, but his parents removed to Buffalo when he was seven years old and that city has since been his home. In 1879 he entered the office of the old and well-established firm of Haines & Company, wholesale lumber dealers of Buffalo, then composed of Emmor, George R. and Alfred Haines. He kept their books for a year and a half and then went on the road as a salesman. After being with the firm for six and a half years, he was admitted as a partner and continued as such until the death, in December, 1903, of Alfred Haines, who had survived his father and uncle, when the business was incorporated under the name of the Haines Lumber Company, at which time the Haines interests were bought out and Hugh McLean, Angus McLean and Burton F. Jackson became interested in the company.

The business outgrew the facilities of the yard in Buffalo in 1909, and was removed to its present yard on Tonawanda Island, North Tonawanda, N. Y., in the heart of the white pine distributing district.

Mr. Preisch is president of the Haines Lumber Company. He is also a director and secretary of the Bathurst Lumber Company, Ltd., Bathurst, New Brunswick; secretary and treasurer of the Carrier, Babcock, McLean Company, of Punta Gorda, Fla.; secretary and treasurer of the Mabay Ranch, Inc., a New York corporation operating a large cattle ranch near Bayamo, Cuba; and president of the Lumber Mutual Casualty Insurance Company, of New York, a very successful company organized by the lumber dealers of the state to insure their risks under the workmen's compensation law.

Mr. Preisch has been connected with the National Wholesale Lumber Dealers' Association from almost its beginning, Haines & Company having been one of the first of the wholesalers of Buffalo to join the association, Mr. Preisch being present and representing

his firm at the conference meeting on organization held in Buffalo.



Warehousing Veneers

Proper Protection of Thin Stuff in Storage Essential—System in Flooring Business

HILE A CONSIDERABLE PERCENTAGE of the veneers manufactured are shipped direct from the mill to the user, a very large quantity fails to move in that way. And the higher the class of the product the slower the movement usually is.

This is explained by the fact that greater care is used in the selection of fancy veneers, and the consumer takes his time in looking over the stock of the manufacturer. This also accounts for the prominence of the jobber in the handling of fine face veneers, as his work enables the user to inspect every piece of material he buys, instead of purchasing a flitch on the strength of the sample.

There are ups and downs in the veneer trade, of course, and sometimes production runs ahead, sometimes behind consumption. Most manufacturers of sawed and sliced stock equalize the peaks and valleys of the sales curve by putting into storage the excess of one period's production, so as to take care of the increase in the demand at another.

All of these things emphasize one thing above all others; namely, that proper storage of veneers is an important feature of the situation. Inasmuch as the product must be held in the warehouse at one or more points along the way, its condition will necessarily depend largely upon the facilities provided for storing. If the facilities are good, the material will remain in good shape; if they are poor, then it is subject to damage, and either the final user will have trouble in restoring it to the proper condition, or the handler will suffer a loss of value.

One class of manufacturers who have learned how important storage facilities are is the flooring trade. The maker of fine flooring realizes better than anybody else can tell him that the success of his business depends almost entirely upon the condition in which his product reaches the job, and he doesn't take any chances. He pays just as much attention to the design and equipment of his warehouse as he does to the manufacture of the flooring itself, and he sees that such features as temperature and humidity are properly taken care of there. Then he is able to sell flooring with the assurance that it has left his warehouse 100 per cent right, so that the chances of its making good in the work are at least normal.

Even under these conditions it is not always an easy matter to make every flooring job a success. If the contractor is not so painstaking as the manufacturer, the material is likely to be exposed to the weather, with the result that after it has been in place for a while it will pull apart. That is why some of the leading flooring manufacturers have their own warehouses in the more important markets, so that they can watch and safeguard

the movement of the material until it is delivered at the building where it is to be laid.

Of course, it can be suggested, the flooring manufacturer must be careful, because his product is cut to size, and variations in dimensions due to too much or too little moisture will immediately make a difference; whereas veneers are usually sold random sizes, and it is up to the user to deal with the drying question in his own way after he gets the stock.

That is true; but the day of "caveat emptor" is said to have passed by. The user nowadays is given all the protection and co-operation the seller can afford him, not because the seller is naturally unselfish and sacrificing, but because he wants the buyer to come back for more. This is behind the efforts of the flooring man to see that his material is right, not only at the factory but on the job; and it would seem that the least the veneer man could do would be to have facilities for storing his veneers that would give them a good start in life, and would put them into the hands of the user in reasonably good condition.

Some consumers of veneers have their own driers. Most of them have not. The small manufacturer, who is laying his own veneers, and who buys in less than carload lots, wouldn't know what to do with a drier if he had one, because his consumption is not great enough to warrant this expense. He buys veneers that are supposed to be dry, and if they are not dry, then he pays the penalty for his confidence. The veneer man may have dried the stock after it was manufactured, and may show that his system is to do that thing; but can he show a clean bill of health after the drying process is nished?

When the veneers, following the drying, go into stock, are they sufficiently protected? Are they kept in a room which is heated to a certain temperature, and maintained at that temperature? Is the humidity adjusted, so that the material will take up no more moisture, and lose none? In short, are precautions taken to preserve the condition of dryness and consequent suitability, secured as a feature of the manufacturing process? Or is everything left to chance?

The writer has been in veneer warehouses where protection from the outside atmosphere amounted to little or nothing. The buildings have been enclosed, so that no rain can get in, it is true; but they are open to such an extent that the air in the warehouse is substantially that of the exterior. The same condition as to temperature, moisture content, etc., prevail inside as out, simply because no special effort has been made to make them otherwise.

Contrast this with the care exercised by the flooring man, who builds a warehouse of sturdy construction, encloses it carefully, makes his connecting doors practically air-tight, and watches the conditions inside the building just as carefully as the florist does the conditions in his greenhouse. Flooring takes up moisture readily, compared with lumber, on account of the greater surface exposed, in comparison with its cubic contents. Just for that reason veneers take up moisture even more readily than flooring—and therefore deserve even greater protection than flooring.

The construction of a warehouse of the right kind would involve a comparatively small expenditure. The size of the warehouse would be determined by the volume of the business handled, and the quantity of veneers usually carried in stock. But a very definite object would be served by this provision, and making it would in itself advertise the anxiety of the veneer man not only to dry his material, but to keep it dry. One is just as important as the other.

The writer recently visited three veneer plants, all of them making high-grade material, which is sold for furniture, interior trim and piano work. Buyers of veneers of this kind want good stuff, and are usually finicky about condition. Every one of the three manufacturers had stories to tell of complaints received from consumers regarding the dryness of the veneers which had been shipped. Each veneer man was positive that the material had been properly dried by him, because his drying methods are unquestionably efficient; and his suggestion was that the gluing-up or finishing department of the consumer must have been at fault, by failing to dry out the finished panels properly, or by slapping too much filler or other finishing material onto the rface, and thus adding moisture to the veneer.

Some of these explainations really explain, because there are a lot of factories whose methods are open to criticism. But, on the other hand, it is fair to assume that the complaints are occasionally founded on fact, and that veneers were used which were not sufficiently dry. They may once have been in perfect condition for use; but through improper handling and warehousing and careless methods of storing, they lost that condition, a fact not taken into account in preparing it for the glue-room.

Reference has been made to the importance of the jobber. The jobber is a big factor in the distribution of fine veneers, and in practically all of the larger markets dealers carrying very large stocks supply a considerable part of the demand. It would be a good idea for jobbers with big stocks to put in their own drying equipment, just to make assurance doubly sure, if nothing else; and then, having dried their veneers to the proper point, they should protect them by having their warehouses just right as to temperature and other conditions affecting the material in storage.

The jobbers are constantly looking for new sales

arguments, and this is one that few consumers would be able to resist.

Incidentally, the consumer himself ought to pay more attention to drying facilities. Some of the panel plants which handle large quantities of veneers have their own driers, and treat the veneers which are shipped in to them just as though they had never been tried. In this way they insure having the material right for their own operations. Even if the consumer is not laying enough veneers to warrant a great expense, he can put the stock in a warm room, with air circulating freely, leaving plenty of space between the pieces, so that if there is much excess moisture it will be driven off.

G. D. C.

Finishing Quartered Oak Veneers

In many respects quartered oak is much easier to finish than plain oak, and it naturally takes a better polish as well as presents a better figure. Yet there are points about the working of quartered oak that must be observed, if the best results are to be obtained. One of these is the fact that the splash line is made up of very hard material, and for that reason splash line figures are likely to make ridges in the finished work, unless great care is exercised in finishing.

Make a close study of the next piece of work you meet with that has a quartered oak face, and there is a fair chance that if you get the light on it right you will be able to distinguish waves in the face made by the splash line standing up a little higher than the body of the work. This is because the splash line is very hard and will neither sand nor scrape down so readily as the rest of the wood. So, to get the best results in finishing it is important to have the sand paper and scraping tools sharp, so that they will cut cleanly and not ride over the hard places in the face and leave them standing up, to make waves or ridges in the finished work.

It also follows that it is worth while to have the veneer cut as smoothly as practical, to minimize the work of finishing. Say it is quarter-sawed veneer. If the saw has left tooth marks that are pretty deep it means a lot of sanding and scraping to get them out, and it frequently means a face with ridges or waves in it marked by the splash lines. So the finishing of quartered oak really begins with its cutting. If the cutting is smooth and clean, the balance is comparatively easy, if the user knows enough to clean to a finish and stop. Thinp of this when buying face stock, for it is worth some difference in price. And then when it comes to the finishing room, whether using sandpaper, scraper, or both, make the cutting light and see that the tools are sharp and clean cutting.

One good way to exploit figured veneer is by way of the photographer's art and the printer's ink. One can thus show the same figure to the most people in the shortest time and at the smallest expense.

The veneer manufacturer may well cultivate the small user of veneer. It will not only help him grow bigger, but enough small customers will make a big trade, and generally a good one, too.

A dirty caul is an abomination and a defective one is a menace. Cauls should be kept clean and in excellent order, and when they become defective, the sooner they are destroyed, if the defects are irreparable, the better.

Fine faces make fine furniture only when they are properly put on.







Highly Specialized Workmanship

Completely Developed Facilities

The two phrases above represent what is absolutely essential to successful panel manufacture. Our policy has been to educate all of our workmen as closely as possible along specific lines, and to omit no item of equipment that would help make for more nearly perfect service.

The supreme test of efficiency in veneer laying is admittedly the ability to successfully veneer bent shapes. It was on this work that the reputation and growth of our business was founded—this and a quite uncommon bent for artistic matching.

And remember, when you are ready to order we have a complete selection of veneers for your choice.

F. EGGERS VENEER SEATING COMPANY

TWO RIVERS,

WISCONSIN

Warping of Veneer Work

Some Factors That the Manufacturer Should Take Into Consideration



E HAVE BEEN TAUGHT, in a way, that the crossing and gluing together of layers of wood in the form of veneer, strengthened it and prevented the warping tendency. We find in the

end that usually what it does, to a great degree, is to mitigate these faults and not entirely obliterate them. We find more strength in built-up wood, find it much more difficult to bend, to split or distort it in any manner, but occasionally some warping develops, which is disappointing, more because of expectations of perfection than of this fault being conspicuous of itself. We have complaints, or rather inquiries, how to prevent this warping, from both panel people and from people making veneered doors, especially where they use one kind of wood for one side and some other kind for the other. For example, a man making doors with a hardwood face on one side and softwood on the other, finds at times the stiles warp after they are put up. Occasionally the same difficulty develops in connection with panels made hardwood one side and softwood the other.

This trouble from warping occasionally, when two different woods are used on the faces, raises two questions. One is, how much will wood shrink and swell after being glued up, and be induced thereby to warp? The other is, do different woods swell and shrink in different proportions, so that a person must be guarded in using two face woods on the same work to get wood of equal density?

On the first question, that of how much veneer may swell and shrink after it is dried and glued up, we find, upon investigation, that it depends materially on the condition of the wood when it is used. If wood is fresh cut from the log, rushed through a drykiln, then into the glue room, and made into panels, it will undoubtedly do more or less swelling and shrinking, not only as a result of the moisture incident to gluing but also from the effects of changing conditions in the moisture of the atmosphere. So long as there is a piece of wood in the form of veneer or anything else, it has the same natural tendencies of lumber or timber, to swell and shrink, or go and come with the weather. Of course, the perceptible results of these tendencies are very slight in the thin sheets of veneer, and are also restricted by crossing and gluing together. But, nevertheless, the tendencies remain, and should be taken into consideration.

Veneer, because of its lightness, should dry out much sooner and easier than thicker lumber, and should sooner get through the stage of repeated coming and going with the weather, until it settles down to a practically permanent volume. It takes the heavier lumber about five years to do this, if left standing in the air, without the application of heat for artificial drying. Even with arti-

ficial drying, while the time can be shortened, it takes sometimes the second drying, after it is tempered in the air, to make wood fit for cabinet work. The same logic applies in a milder way to veneer, so that much of the behavior of veneer depends not merely on how it has been dried, but how long it has seasoned after being cut.

Taking this question and tacking it to the other, we find there is a difference in the amount of swelling and shrinking between different woods, but the nearer we reduce them to their permanent state of dryness the less perceptible becomes this difference. If we could keep a softwood veneer and a hardwood veneer both for a year or two, carefully dry until they had gotten over this tendency to come and go with the weather, they ought to glue up on opposite faces of a piece of work without causing any warping. Therefore, we may deduce that the greener the wood or the sooner it is used after it is cut, the more likely are these different shrinking proportions to manifest themselves when two different woods are used in veneer work.

Possibly the best practical solution that can be offered in connection with these problems is to carry more veneer on hand, so that it may season thoroughly, and depend less on getting it cut promptly to order and buying it only as you need a little. There is many a veneer user who, while he may not know just what he is going to need next, can stock up with a variety of stock close enough to his needs to work fairly well. And about the best thing the average veneer user could cultivate is a habit of carrying more veneer in stock in advance of his needs. This stock, carefully piled under shelter, where it will continue drying out, is the best safeguard against lots of troubles that come in veneering.

A. B. M.

The claim has been made that by using oak and other fine woods in the form of veneer the figure or grain shows up better than when the wood is used in regular lumber form. This, in itself, is not a fair statement. It leaves room for misunderstanding. It is, in the first place, foolish to state that the figure will show up better in a thin piece of veneer than it will on an inch board of the same character. But on the other hand, it is possible, in making a column for example, by using fine veneer, to get the fine figure all the way around, while if it were made from a solid piece it would show only on two sides. That is to say, you don't get a better figure in veneer, but you can make a better display with it.

The best time to add new machinery and reconstruct a factory so as to embody labor-saving and all the other economies, is when business is dull and there is plenty of time to do the work. The trouble is, we lack the inspiration at such times—which proves a certain amount of shortsightedness and explains why most new machinery is bought when trade is booming.

WALNUT

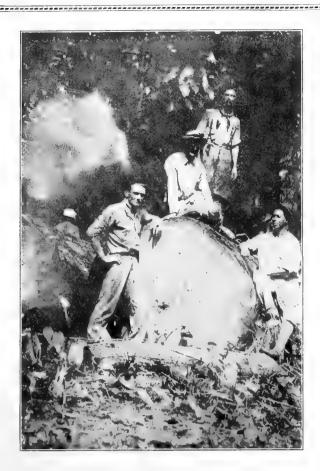
You buy shoes from a shoe store
because it specializes in shoes. By the same
reasoning you should buy walnut where
walnut is the exclusive product;
where concentration on one wood has made
possible specialized study of every
point of manufacture and handling. If you would understand
the methods which have
made our walnut accepted
as standard, you are
cordially invited
"to see it
done" at
our plant



This Plant produced Seventeen Million Feet of American Black Walnut last year—but will go much beyond that this year.

Pickrel Walnut Co. ST. LOUIS, MO.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



Some Log? Yes—and we are bringing in this class of Logs right along. A short time ago we turned out some clear Mahogany boards 36 in. wide, and we frequently cut Mexican Mahogany Veneer 20 in. wide on the quarter.

Are you from Missouri? Come to our yard and we will "show" you.

Deal with the Producer.

HUDDLESTON-MARSH MAHOGANY COMPANY

New York Chicago

Rodahaffer Joins Penrod

John C. Rodahaffer will, on April 1, take full and complete charge of all the sales work for the Penrod Walnut & Veneer Company, Kansas City, Mo., participating as a member of the firm and with the official title at the beginning of his connection as sales manager.

Mr. Rodahaffer is one of the best known and most competent walnut men in the country. He has been in the business for seventeen years in all departments, has a thorough knowledge of every feature of the business and enjoys a conspicuous prestige in the buying trade in both domestic and foreign markets. He joins an institution that has built its prestige entirely through the manufacture and sale of walnut veneers and lumber, that is excellently equipped in all features of the business, in its log resources, its manufacturing equipment, its warehousing and sales facilities.

Mr. Rodahaffer has been associated with George W. Hartzell of Piqua, O., for seventeen years, having joined Mr. Hartzell at Greenville, O., in September, 1900. His first active work after having become acquainted with the generalities of the hard-

wood game had to do with the buying of logs and lumber through the country territory. At that time Mr. Hartzell, who has since built up a big reputation as an exclusive walnut manufacturer, was handling wagon stock and similar material of other hardwoods than walnut. However, the grounding of Mr. Rodahaffer's experience was primarily in the walnut end, and he has expanded with a rapidity which was inevitable, considering his aptitude for the business. This work continued with gradual expansion, his responsibilities broad-



JOHN C. RODAHAFFER, WHO BECOMES SALES MANAGER PENROD WALNUT AND VENEER COMPANY

ening out to the selling end for the first four or five years after joining the Hartzell organization. In the fall of 1904, however, he left for a stay of several years with the T. B. Stone Lumber Company of Cincinnati, O., but in the spring of 1909 returned to his old connection where he has been ever since, primarily though in the selling end. In 1911, in fact, he was given entire and exclusive charge of all sales, this in the beginning including log correspondence and traffic work in connection with shipping in the raw material and shipping out the manufactured article. The development of the sales work precluded the possibility of keeping this up very long, his energetic and intelligent work having vastly expanded the Piqua business, and a year ago he dropped all other work, giving exclusive and constant attention to the proper marketing of the Hartzell products.

Mr. Rodahaffer joins the organization with John N. Penrod at a time when the Kansas City facilities will give him a full call on his capabilities. The Penrod sawmill in the production of lumber has for several months been working twenty-two hours every day, while the veneer mill is turning out its full quota of various types of high-grade walnut. Mr. Penrod has long made a study of the acquisition of the best he could get in walnut raw material and says that today he has on his Kansas City yards more highly figured burl wood and highly figured logs than he ever had be-

fore. Of course he is turning out the usual quota of the ordinary run of material, but says he is getting out a line of stock in the exceptionally figured stuff that will give a great opportunity for selection on the part of the particular buyer.

But aside from the burls and fancy logs, he has now on his yards an immense supply of the usual run of walnut, in fact, he says that if he didn't get in another log during the next six months he would be able to keep his plant going without interruption, which means something in these days of difficult shipments.

The Penrod sales organization, beside the road representation, includes two complete warehouses, one at 914 W. Lake street, Chicago, in charge of W. R. Thompson and H. E. Wilson, and the other at 232 Lyon street, N. W., Grand Rapids, Mich., in charge of Hector Robertson. At both of these plants an extensive line of veneers is kept constantly on hand and thus facilities for proper inspection by buyers are considerably increased.

Mr. Rodahaffer, who knows the entire buying trade in all woodworking sections where walnut is consumed, starts his new work at Kansas City under circumstances favorable to him and his



A. B. MAINE, PERKINS GLUE COMPANY, SOUTH BEND, IND.

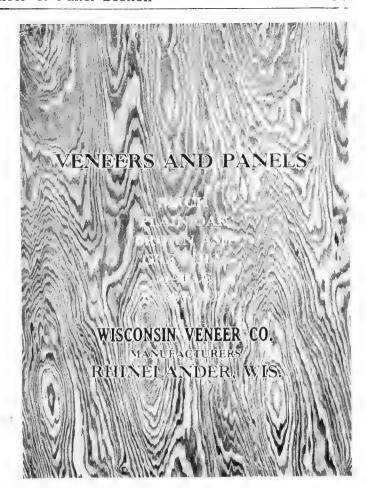
new associates. The unusual experience a n d knowledge which he has gained through systematic application during the past seventeen years, and the favor which he has won all over the buying territory through the constant practice of clean, conscientious business methods, cannot but add to the prestige of the name "Penrod" walnut circles.

A. B. Maine with Perkins Glue Co.

The Perkins Glue Company, South Bend, Ind., with fac-

tory at Lansdale, Pa., has secured the services of A. B. Maine, who is well known in the manufacturing field where furniture and panels are made. He will be connected with the sales department and in visiting the trade he will not be among strangers. He has had wide experience along lines closely related with his present work. In 1904 he entered the employ of the Library Bureau, Boston, Mass., manufacturer of high-grade office and library equipment. He held successively various positions, bill clerk, stock clerk, manager of stock room, and estimator. In 1911 he accepted a position as cost accountant in the chair factory of John A. Dunn Company, Gardner, Mass., and the following year was transferred to the company's branch at St. Paul, Minn. In December, 1913, he joined the staff of The Furniture Manufacturer and Artisan, Grand Rapids, Mich., and covered factories in the Middle West. In January, 1916, he was employed by the Berlin Machine Works, now known as P. B. Yates Machine Company, Beloit, Wis., as production expert, and in that capacity visited factories in the East and West.

His wide acquaintance with factory methods along certain lines will enable him to be of service to manufacturers who have problems which they desire to discuss with him.





Letters from a Panel User

Monroe, Mich., March 20—Every panel or woodworking manufacturer using glue should determine by careful study exactly how much heat the glue will stand and its adhesive strength in pounds per square inch. It is well to make up several batches at different proportions of water and glue, dissolved at different temperatures, beginning with say 120 and not exceeding 180 degrees and heat them different lengths of time. Make tensile strengths of the various solutions, noting the breaking strain per square inch.

Another test that should be made is the alkalinity or acidity test. The best glues are neutral as to acid and alkali. Glues with an excess of acid should be avoided, especially when used with oak or other woods with strong acid qualities, as the acids in the glue may unite with those in the wood in such a way as to have a destructive effect upon the glue. In such cases glue will granulate after a time and the work will pull apart. The test is made by means of litmus paper, which your druggist will sell you. Buy red and blue paper. When testing for acid in glue dip a piece of the blue into the solution. Should the color be changed from blue to red or light red you will know that the glue is acid. When testing for alkalinity, dip the red paper.

Some panel manufacturers seem to have an aversion to ground glues. They usually argue that inferior glues can be mixed with good glue. There isn't much inferior glue made these days. Your tests will reveal whether the glue is good or inferior.

The foreign matter of glue is of an insoluble nature, and is determined by dissolving five grams of the sample in hot water and transferring to a glass cylinder holding 1000 cubic centimeters and made up to the mark with hot water. The cylinder should be immersed in hot water to prevent the solution from congealing. On standing for ten hours, the whole of the insoluble impurities fall to the bottom. The clear liquid is run off and the sediment decanted on a tared filter, well washed with hot water to remove all traces of glue, and then dried at 105 degrees centigrade in the air oven. On cooling and weighing, the increase in weight of the tared filter represents the foreign or insoluble matter in the sample taken. The foreign matter is greater in bone than in hide glues, the latter rarely exceeding two per cent.

The stronger the glue the greater the resistance offered by its jelly to outside pressure.

So many divergent methods for determining glue strength have been formulated that lack of space forbids their discussion. I want to say, though, that those depending upon chemical operations are absolutely worthless. Those involving the use of special apparatus supply results that in no way correspond to the commercial value of the glue. The Lipowitz shot test method is now quite generally known to all glue users. The writer, however, has had splendid results by applying the so-called Fernbach method of finger testing. I believe that for practical commercial purposes there is no better method of measuring the resistance of the glue jelly than by means of the finger. The fourth finger of the left hand is used, as it is the most sensitive of all.

Some panel manufacturers will complain that the glue does not run uniform when in most cases the trouble lies in their own glue room practice. The best glue in the world can be spoiled by overheating or by leaving a small amount in the pot to sour and then adding new glue to it. The new glue is quickly infected with the bacteria contained in that already in the pot. Your glue room should be kept clean.

I want to make this suggestion: Glue will keep perfectly for many years, as long as it is dry. If in a wet or damp state the bacterial action begins; so don't cook glue until ready to use, expecting to hold it in jelly form.

A. T. DEINZER.

The time to inspect and pass judgment on a shipment of veneer is immediately on its arrival, not when the time comes to use it.

Guiana Letterwood and Mahogany

Paramaribo, Dutch Guiana, February 17, 1917—Although long familiar with this product of Dutch Guiana, I have been so impressed with a shipment of letterwood which I accidentally viewed preparatory to export to the United States per S. S. "Prins Wellem I" which left the colony recently, that I would like to stir up the readers of HARDWOOD RECORD who may be interested in this commodity.

These logs, being of selected grade and comparatively large diameter, were a fine specimen of Dutch Guiana wood. Considerable effort was devoted to their preparation for market, and their appearance will undoubtedly attract the attention of dealers in New York especially.

This wood, although found in all the Guianas, appears to flourish best in the forest of this country, and is considered one of our most valuable bush products; the tree (Brosimum discolor) consists for the most part of a very wide layer of white bark and a comparatively red and black spotted core which is as hard as ebony and weighs about eighty pounds to the cubic foot. This core or heartwood which is most striking and has the peculiar pattern of very dark lines (which give it its name), is roughly scraped and shipped in the form of nice, clean logs ranging from four to fifteen inches in diameter and four to ten feet in length. The larger part of the total tonnage has been sent to the market of Havre for distribution through France, where it is used extensively for canes and walking sticks, veneers, inlaid work, jewel, glove and handkerchief cases, stop balls for darning stockings and gloves, stamp and pin boxes, paper knives, ash and other trays, cigar and cigarette holders, serviette rings, penholders, rules, etc., and even fancy buttons. In the United States, where there is only a limited sale at present, it is especially appreciated for the paneling and wainscoting of rooms, for which, of course, logs of large width are required.

The total exports to Europe and the United States, in the years shown below, were as follows:

1910												٠		٠					٠	۰				250	tons
1911				,	,														,					156	tons
1912				,				,		,	,						,							87	tons
1913					,	į,				٠	,		,		·			,	٠	٠	4			113	tons
1914			4		,	,			,	,		٠								4		٠	٠	104	tons
1915																									
1916		,							,														,	37	tons

The exporter, who is an American, told me that from pieces wasted in the preparation of his wood he makes a practice of having a few little samples cut, which, after being well polished, are distributed to wood brokers in New York; the idea being to work up interest there.

Also seeing one of the big K. W. I. M. punts alongside the vessel, on inquiry I found it to contain fifty-one trees of our local mahogany being exported by the same party. These were purchased from a plantation not far from the city.

Lack of sufficient transportation at the present time is a great handicap and calls attention especially to the United States Government for the necessity of establishing her own mercantile marine. This want of bottoms undoubtedly retards the timber industry here at this time especially; after the European war there will be no difficulty in securing ample freight room for Dutch Guiana woods, but how long will this war last?

J. BARKLEY PERCIVAL.

As the telephone is a great convenience in the office, is there not room to make use of it in the factory more than we do? Some large plants have very elaborate private telephone systems, and they usually find them good investments. The question is, how many more could use them to advantage? There is room for study and experiment that may develop more than we have any idea of. This is strictly a telephone age; even the modern farmer resorts to this instrument to call on his neighbors, and there is just a chance that the woodworkers may be letting a good opportunity lie idle here.

XX

Traffic Conditions Around Memphis



The transportation situation on the standpoint of bardwood lumber interests is showing slight improvement with respect to the number of ears available and the state betterment so far as embargoes are concerned. Announcement to this effect is made by J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, who left Memphis March 19 to attend the annual of the National Wholesale Lumber Dealers' Association at Pittsburgh, where traffic matters were discussed in a vigorous manner.

While admitting slight improvement in the number of cars available, Mr. Townshend made it quite clear that there is still a most pronounced shortage of cars and that it will take some time before the shortage can be removed. He said that the association had been able, in the majority of instances where curtailment threatened individual lumbermen, to secure the ears that were necessary to prevent such a development. The assistant secretary has devoted, and is still devoting, most of his time to this particular matter. But in Arkansas some mills have had to close down and some others are threatened with the same fate if cars are not secured very soon, according to this authority. Mr. Townshend gained this information through attending the meeting of the Southwestern Hardwood Traffic Association at the Marion Hotel, Little Rock, Saturday, March 17. He acts in an advisory capacity to that organization, and on his return to Memphis announced that the situation was such that a general meeting of this body had been called at Little Rock, April 14, to take such action as seemed worth while looking to relief. He believes that there will be a gradual return, following the definite settlement of the threatened railroad strike, to normal conditions, but he laid emphasis on the word. "gradual" because transportation conditions are so unsettled and so disjointed that he sees little prospect of anything but a slow recovery.

As to embargoes, these are being raised rather more rapidly than anticipated. Shipments of lumber are now permitted to practically all points in Central Freight Association and Western Trunk Line territory, while they are likewise being received for many points in Eastern Trunk Line territory. Shipments may be made to Pittsburgh for the first time in a long while, and deliveries are permitted to points along the New York, New Haven & Hartford in the New England states though they appear to be still barred to points on the Boston & Maine. This means that the greater portion of the consuming and distributing territory is open to shipments of lumber and that deliveries are possible if the cars can be obtained. Thus lumber interests have swapped horses in midstream, exchanging the lifting of embargoes for a shortage of cars, but they believe that the situation as a whole is somewhat improved and are grateful for the slight betterment thus shown.

Secretary Townshend announces receipt of information from the Interstate Commerce Commission at Washington indicating that the proposed increases in reconsigning and diversion charges, which were to have become effective in this territory about April 1, have been suspended by the commission until July 13.

Mr. Townshend also announces that the association will, through its accredited representatives, appear before the Louisiana Railroad Commission April 9 to protest formally against proposed advances in interstate rates on hardwood shipments. These have been announced to become effective in practically every direction within that state, and the association will do everything in its power to defeat the proposed movement.

The advance on shipments of hardwood lumber from Helena and eastern Arkansas points, as well as from all producing points east of the Mississippi, into Central Freight Association and Western Trunk Line Territory, allowed by the Interstate Commerce Commission some time ago, became effective March 16, despite the appeals of the association to the carriers. The early effectiveness of these advances caught hundreds of cars of lumber, sold on the basis of the lower rates, undelivered, and those who had to make these shipments on the basis of the higher rates will suffer heavy financial loss, although

they are not in any measure responsible for failure to ship before the advances went into effect.

New Woods for Distillation

The Forest Products Laboratory at Madison, Wis., has published Bulletin 508 which deals with the destructive distillation of certain hardwoods. The purpose of the publication is to point out woods for distillation which have not been generally used in that way. Beech, birch, and maple have been the standard hardwoods in the distillation industry; but, under the belief that there might be others of value, the experiments were carried out which are summarized in the bulletin. The following table gives the yield of the specified woods in alcohol and acetate per cord of wood:

			f wood :		Yield of acetate of time (40 per						
Species.	Locality,	Heart- wood.	Slab- wood,	Mean heart and slab.	Heart- wood.	Slab- wood.	Mean heart and slab,	Weight per cord, 15 per cent moisture,			
Beech. Bit n. Hitz maple Wik becam. Suppriselm. Sit or maple. Green, blue, and yel-	Indiana	Gallons 11 \(\) 8 3 11 \(\) 10 2 10 7 8 5 12.1	Gallons 10 9 8 9 11 6 8 3 9 5 8 2 9 1	Gallons 11.4 8 6 11 7 9.3 10 1 8 4 10.6	Pounds 301 346 346 341 280 276 200 262	Pounds 3.5 355 284 290 203 219 235	Pounds 318 351 293 285 270 240 249	Pounds 3,7% 3 (60) 3,575 3,000 3,330 2,5% 3,960			
low h Black ash Creen .sh Chestn .t o.k2 Tanbark oak Black oak Swamp oak	souri. Wisconsin. Miscouri. Tennessee Californiado	10 1 8.1 11.4	11 5 112 8 8 9 9.4 8 3	10 8 8 5	284 (1) 287 397 278 325	260 257 291 327 309 377	272 290 1 451 294 351	3, 510 3, 96 4, 140 4, 065 3, 800 1, 4, 656 3, 966 4, 956			

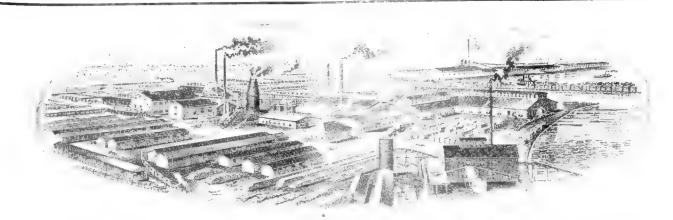
1 Limbs.
4 In case of chestnut oak the mean is not the average, since the slab represented more runs than heart.

In yields of alcohol per cord, the different species of ash, tanbark oak, and eucalyptus are practically as good as beech and maple. Chestnut oak, swamp oak, slippery elm, and white elm (heartwood) did not compare so favorably with beech and hard maple, but all of them except chestnut oak gave higher yields than birch.

Tanbark oak, California black oak, and eucalyptus are the only species in this group that gave as high yields of acetate of lime as the standard species, although swamp oak and chestnut oak gave practically as good yields as hard maple. Tanbark oak gave a higher yield of acetate than any other species so far tested. The remarkable yield of acetate from California black-oak limb wood is due in part to the very heavy wood. It must be remembered, however, that commercially a cord of limbs would contain much less solid wood than a cord of body wood and the yield would be reduced proportionately.

The setscrew is charged with having caused more accidents than any other one thing in connection with machinery, yet there have been quite a number, presumably, of safety setscrews invented, patented and put on the market. Is it that safety setscrews are not so serviceable and convenient as the other, or is it that the safety ones are really not safe?

Every bench saw should be fitted with yoke boxes, i. e., boxes joined together and cast both on one piece. This insures their being in line and square and level with each other. The old way of fitting up separate boxes for each end of the arbor is a bad one, and should never be used, for they are hardly ever in line with each other, and the result is that one or both boxes are hot all the time, and one always hot. These yoke fittings are now made by every maker of woodworking machines, and their cost is so small that they can be put on for about the cost of the labor for putting in separate boxes. In case it is inconvenient to get the yoke boxes, it is better to get a piece of ½-inch iron the width of the boxes, fasten the boxes to this piece and bolt securely to the table.



Northwestern Cooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapotis, Minn. GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring and are said by Jealers to hold trade. We NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

The Mail Bag

B-1105—Treenails Wanted

Portland, Ore., March 12.—Editor Hardwood Record: We will thank you to furnish us with the names of some of the manufacturers of locust and of hickory. We desire to secure a supply of locust and hickory tree-nails for the shippards.

B 1106-Wants Lemonwood

Massachusetts, March 19, 1917.—Editor Hardwood Record: Kindly advise a source of supply for lemonwood. We wish to secure some of this wood for experimental purposes and would appreciate your advice.

B-1107-California Redwood

Chicopee, Mass., March 20.—Editor Hardwood Record: Can you inform us of any shipper of California redwood who could furnish us with pieces 3" thick, 25" wide and 8' long?

Clubs and Associations

Planning the Hardwood Campaign

The first conference of mills to consider the new plan of the Hardwood Manufacturers' Association was held in Cincinnati, March 10, and was attended by representatives of thirty-one mills. These men were enthusiastic over the prospects for the new bulletin which will be sent out once a week, with a monthly review of the information gathered from mills as to trade conditions. It is predicted that this will prove helpful to hardwood interests and serve as a guide in manufacturing stocks of particular kinds to meet the needs of various industries.

Hemlock and Hardwood Matters

The Northern Hemlock and Hardwood Manufacturers' Association has formally served notice on the rules committee of the National Hardwood Lumber Association of the change of rules in selects of hardwoods and other woods grown in this locality which were adopted by the Northern Hemlock body at its recent meeting in Milwaukee, at which time similar rules were submitted from the Michigan association. These changes in

rules were to be considered Wednesday, Thursday and Friday of last week by the rules committee of the National body at its meeting in Chicago and by the entire National hardwood body at its meeting on June 15.

Birch and maple was conspicuous in the exhibit by the Northern Hemlock and Hardwood Manufacturers' Association at Pittsburg on March 21 and 22 at the meeting of the National Wholesale Lumber Dealers' Association. The exhibit was in charge of Roger E. Simmons, timber expert of the association. O. T. Swan, secretary of the Northern Hemlock and Hardwood Manufacturers' Association was in Chicago March 19 at the meeting of the American Wood Preservers' Association. On Wednesday of next week he will attend a meeting of the American Railway Engineering Association and a special meeting of the committee on structural timbers of the American Society for Testing Materials.

The association will be represented at the annual meeting of the National Lumber Manufacturers' Association in Chicago April 2 to 5 by its president and secretary, bureau heads and members who are directors in the national body. The work of their association will be set forth to show what can be done by a regional association working in co-operation with the national body.

Many members of the association have written to the office of Secretary O T. Swan regarding the possibility of separating curly birch. The general trend of letters indicates that there is a desire at mills, where it is practicable, for such separations, since it is known that not only is a premium paid for curly birch but it would serve to increase the market for plain birch in the furniture and fixture trade where a certain proportion of the curly grain can be used to advantage in the more prominent parts of the furniture or the fixtures, carrying the unselected birch with it. Only two firms in the northern association have reported curly birch on hand ready for shipment although many have indicated that they will be glad to sort it in the future if any demand develops. Secretary Swan expressed it as his opinion that such a market is available.

Exhibits of all commercial woods grown in Wisconsin and northern Michigan are being prepared by the association for distribution among the high schools of the territory covered by its membership. These exhibits include fifty-two sets of labeled wood specimens together with appropriate information and illustrations of the lumber industry and the uses of each wood. The exhibits are sent to the public museums at Milwaukee and loaned by that institution to the high schools.

Manual training departments of various schools in Wisconsin and Michigan are being furnished as a special exhibit of woods appropriately labeled, manufactured by the members of the association. These pieces are four inches wide and twelve inches long and are suspended from a maple or birch board. The exhibits are being furnished at the cost of the

STEELEN STEELEN STEELEN

material. They are expected to 1. as a stimulus in the use of nome grown lumber.

Forest Protective Association Meeting

On March 13 the Northern Fot st Protective Association held its annual meeting at Marquette. This association has been at work with the fire problem for six years and has accomplished important results. When it entered the field, forest fires were the rule; now they are the exception in the northern peninsula. The results have been reached by awakening popular sentiment to the necessity of taking care of the timber, and the response has been general and effective. At the Marquette meeting the following directors were elected:

C. V. R. Townsend, Negaunee, representing the C. C. I. Co.

F. H. Smith, Traverse City, representing the Oval Wood Dish Co. Jas. E. Sherman, Marquette, of the Longverr interests. Geo. J. Webster, Marquette, of the Charcoal Iron Company of America. W. H. Johnston, Ishpeming, representing the Oliver Iron Mining Com-

pany.
A. E. Miller, Marquette, representing the J. C. Ayer Estate, T. A. Green, Ontonagon.

Following the association meeting the newly elected directors organized with C. V. R. Townsend as president; F. H. Smith, vice president; Jas. E. Sherman, treasurer; Thos. B. Wyman, secretary-forester.

Temporary Suspension of Tariffs

The Massachusetts Wholesale Lumber Association, Inc., is in receipt of a decision by the Interstate Commerce Commission to suspend until July 13 many proposed tariffs increasing heavily the cost of hold and diversion in transit, notably on the three trunk lines to New England. The lumbermen of Boston together with other trades made representations through the Boston Chamber of Commerce which resulted in this refusal to apply the new schedules and they will make a strong effort to have the final determination of the question made to avoid the threatened severe reduction in their facilities for distribution.

The three Massachusetts lumber associations, together with those of Connecticut and Rhode Island are now taking up with the American Railway Association and the Interstate Commerce Commission the matter of the relatively great decrease in lumber shipments amounting from some sections to practically complete stoppage of the industry, which they maintain after all reasonable allowances must be relieved in some degree to save disastrous results to business and labor.

Hardwood Governors Meet

At a meeting held in Cincinnati headquarters of the Hardwood Manufacturers' Association of the United States last week, President B. B. Burns, Assistant F. R. Gadd, W. E. DeLaney, R. L. Hutchinson and E. A. Lang were named as a committee to represent the association at the Chicago convention of the National Lumber Manufacturers' Association on April 3 to 5.

Samuel B. Herndon, from the General Freight Department of the Baltimore & Ohio, Southwestern, was appointed rate clerk for the association by Mr. Gadd, to look after traffic natters for the members.

New Northern Wholesalers Organization

The Northern Wholesale Hardwood Lumber Association is still in its infancy, having been formed on March 16 at Rhinelander, Wis.

C. P. Crosby, Rhinelander, delivered the address of welcome and talks were given by R. P. Krause on "Terms of Purchase, Sales and Discounts," "Relations of Wholesaler to Manufacturer," by W. D. Wheeler and George W. Maxson, and one by H. C. Humphrey entitlted "The Lumber Trade, Past, Present and Future."

A. E. Solie, traffic manager of the Central Traffic Bureau, spoke on the subject of the reconsigning charges proposed by the railroads and present demurrage charges, and discussion followed.

The following officers were elected:
PRESIDENT—H. C. Humphrey, G. W. Jones Lumber Company, Appleton,

is, Vice-President—C. P. Crosby, Rhinelander, Wis. Secretary—Philip Monson, Wheeler-Timlin Lumber Company, Wausau, Treasurer—J. B. Andrews, Gill-Andrews Lumber Company, Wausau,

TREASURER—J. B. Andrews, of Landson Lumber Company, Rhine-DIRECTORS—A. G. Wilson, Mason-Donaldson Lumber Company, Rhine-lander; T. T. Jones, Webster Lumber Company, Minneapolis, Minn.; L. H. Wheeler, Wheeler-Timlin Lumber Company, Wausau, Wis.; H. J. Stone, Kraus & Stone, Marshfield, Wis.; F. M. Bartelme, Bartelme-Loyd Com-pany, Minneapolis, Minn.; A. S. Pierce, Lovett-Pierce Lumber Company, Rhinelander, Wis.

A banquet in the new Oneida hotel, Rhinelander, was tendered the visiting lumbermen by the local lumbermen, and it was decided that the new organization will hold its second meeting at Wausau, March 30.

A Significant Mortuary List

The Casket Manufacturers' Association of America, has sent out a list of 337 casket manufacturers who have gone to the wall during the past seventeen years. The ratio of those who have fallen by the wayside to those that are still in the race is enormously high. The reason for the great percentage of failures is said to be the false impression given by the cost of funerals. In popular opinion the cost of the funeral is supposed to consist principally of the price of the casket. People conclude that the profits in casket making must be very high, and companies are organized to make them. They soon discover that the casket that leaves the factory represents a comparatively small part of the funeral cost, and the new companies soon go out of business. According to Forest Service statistics, the total annual purchases of lumber by casket manufacturers in the United States is 153,394,557 feet.

Lumbermen's Luncheon

The Lumbermen's Association of Chicago will meet at a luncheon to be given at its rooms in the Lumber Exchange building, under the auspices of Division D, Tuesday, March 27, 12:15 p. m. The guest of honor and speaker will be Capt. Bentley, Second Wisconsin Cavalry. His subject will be "Personal Reminiscences of the Civil War."

The members of the Chicago Lumbermen's Association on March 13 listened to an able address on the subject of trade routes and their relation to wars, by Major P. B. Malone of the United States infantry service, who has charge of the citizen training camp in fourteen western states, The speaker discussed the connection between trade routes and war, and held that one of the most potent causes of war is the change in trade routes. He held that history abundantly proves that such is the case, and he cited instances from two thousand years ago down to the present to support the grounds on which his assertion is made. He considers that the trade of South America may lead to wars, and that the United States. because of its position and because of its ownership of the Panama canal, cannot take a subordinate place in settling the trade questions growing out of South America.

With the Trade

Cooperage Plant Ready to Start

More complete information regarding the progress of the Chickasaw Cooperage Company's plant, which is being rebuilt at Memphis, and regarding the plans of this company in other directions, indicates that the finishing factory at Memphis will be ready for operation shortly after April 1, and that, while this will not have more than about half the capacity of the one destroyed by fire, there are offsets in other localities that will make up for this loss in production. The company announces, through Walker Welford, general manager, that the capacity of the finishing plant at Gretna, La., which has been operated for a number of years, is being doubled and that the machinery necessary to this end is being so rapidly installed that it will be ready for use in the immediate future. The company has already established another rough material plant at Crowder, Miss., which is in operation, cutting staves and heading, and it is building another at Parkin, Ark. It was announced following the big fire here, which did damage estimated at \$350,000 to \$400,000, that the company would scatter its risk and resources to a much greater extent, instead of leaving them so concentrated at Memphis, and the decision made at that time is now being carried out. Mr. Welford does not think the outlook for the heading and stave, or for the finished barrel is quite so good as a short time ago. Demand is not quite so aggressive and while prices have not shown appreciable change, they are beginning to show signs of wavering

Box Lumber Rather Scarce

The Anderson-Tully Company has placed its big new mill at Vicksburg, Miss., in operation and it is now being worked at capacity on single shift. This firm, however, is having considerable difficulty in securing the quantity of low-grade cottonwood and gum needed in the manufacture of boxes and it is therefore planning to discontinue the use of the smaller mill at Vicksburg and to place the new mill on double shift. When this is done its production will be quite large. The mill has a capacity of some 70,000 feet on a single shift. All of the box factories of the company at Memphis, Vicksburg, Miss., and Madison, Ark., are working on as full time as the supply of low-grade cottonwood and gum will admit. The company lost between 9,000,000 and 10,000,000 feet of cottonwood and gum in the yards at Vicksburg last fall and the loss of this vast amount of raw material has been a serious handicap to it; especially since the quantity of low-grade cottonwood and gum offering in the open market is quite small. Meantime there is a tremendous demand for wooden containers of every kind, and manufacturers are able to name their own terms to an unusual degree both as to prices and as to delivery. It is doubtful if in the entire history of the box manufacturing industry, they have been so wholly independent as at present. All standard containers are wanted but perhaps the most aggressive and most inexhaustible source of buying is noted in the egg case line.

Will Manufacture Gum Panels

Plans are rapidly taking shape for the launching of the Gum Panel Company at Memphis which will engage in the manufacture and distribution of built-up wood or veneered panels. C. B. Allen, for some years manager of the built-up department of the Anderson-Tully Company, is the prime mover in the new enterprise. Some prominent business men of Memphis are interested in the company and the stock is being gradually placed. It is planned to make application for a charter shortly, organize the company and make arrangements for the necessary machinery. The new industry has already received the hearty endorsement of the industrial division of the Business Men's Club and Chamber of Commerce, and there appears no doubt that it will have its machinery in operation some time this summer as most of the stock has already been sold. C. B. Allen is to be president and general manager. The names of the others identified with the company will be given out later. Mr. Allen has had a number of years experience in the manufacture and distribution of built-up woods, partly in Memphis and partly at points in East Tennessee.

P. G. Booker

Extreme regree was expressed on every side relative to the death a Indianapolis on March 20 of P. G. Booler of Louisville, former hear of the Booker Cecil Lumber Company and member of the Louisville Hardwood Club. Mr. Booker was twenty-eight years old and died of pneumonia after an illness of ten days. He is survived by his wife, two children and a number of relatives in Louisville, including two brothers. Bodley Booker and S. E. Booker, of the Booker Box Company, and Preston Joyes, a brother in-law, connected with the W. P. Brown & Sons Lumber Company. At the time of his death Mr. Booker was visiting his fatherin-law, H. H. Bingham.

Kentucky Mill About to Start

The Vestal Lumber & Manufacturing Company, Knoxville, Tenn., has purchased a band sawmill and logging road at Fonde, Ky., and will operate it in the near future, in addition to its mills at Knoxville. The Fonde mill has several thousand acres of white oak and poplar timber behind it, and is thereby assured a steady run for a number of years.

A Change in Location

The Austin Veneer and Lumber Company has announced a change of location of offices after April 1, from 14 East Jackson boulevard, Chicago, to 1844-46 Carroll avenue. The stock hitherto stored at 444 West Grand avenue will be moved to the new location. The company handles veneers of both domestic and foreign woods, but specializes in mahogany and walnut, and the advantage of the new location consists in its accessibility.

Will Erect a Sawmill

It is announced from Houston, Mich., that a sawmill with a capacity of 20,000 feet a day is to be built about three miles from L'Anse by Wick O'Connell and associates to cut a body of timber recently purchased on Buddo's creek, a tributary of Fall river. The tract is heavily timbered, and when the cutting is done, the land will be disposed of for farming purposes.

Chair Plant to Enlarge

Arrangements have been made by the Marietta Chair Company of Cincinnati, O., to double its plant. It has added 47,000 feet of floor space, formerly occupied by the United States Paper Goods Company. The property which has just been taken is on a ten-year lease, and will be used as a warehouse. The location of the company is at Second and Plum streets.

Will Erect Veneer Plant

A veneer plant that will give employment to about thirty-five men, and which will manufacture boxes as a side line, will soon locate in Meridan, Miss., according to announcement made in the press of that town. It will be owned by Martin & Son, who have been in business in Tennessee. have purchased four acres on which to locate the mill. Boxes will be shipped in a knocked-down condition.

Capt. William O'Neil

Capt. William O'Neil, enterprising citizen, soldier, and lumbering superintendent, died recently at his home in Cass Lake, Minn., at the age of sixty-nine years. He was buried in Sharon, Wis.

At the age of thirteen young O'Neil enlisted in the 13th U. S. infantry, with which he served until discharged for disability. On his recovery he enlisted in the 20th regiment, Wisconsin Volunteer Infantry and served until the close of the Civil War. In response to the call of President Mc-Kinley in 1898 Capt. O'Neil organized a company of militia at Washburn, Wis., where he then resided, which was mustered into service as company K. His commission was that of captain.

As a civilian he held offices of trust and responsibility. In 1892 and again in 1894 he was elected to the state assembly of Wisconsin and in 1900 he was elected state senator on the Republican ticket.

On his retirement from active politics, his lumber career of prominence began. He was appointed by President Roosevelt as superintendent of logging on the Cass Lake Indian reservation in , Minnesota and served the government in that position up to the time of his death. During his administration he collected over \$9,000,000 on the federal logging contracts.

John Donald Ross John Donald Ross, president and principal owner of the Brooks & Ross Lumber Company, Schofield, Wis., died recently in Pasadena, Cal., following an acute attack of gastritis, at the age of seventy-six years. Mr. Ross had been spending the winter months of each year in the warm and sunny West. It was while he was playing golf at his winter resort in Pasadena that he was seized with the malady which proved fatal.

Mr. Ross was born in Canada, where he began work in the lumber indus try at the age of fourteen years. When be became twenty-one, he located at Ford River, Mich. With A. W. Brooks he bought the Hazeltine Lumber Company at Schofield in 1883. In 1910 he purchased the interest of his partner, who died three years ago. Mr. Ross had been for many years a director in the National German American Bank of Rhinelander, the Avenue State Bank of Chicago, and of the Harlem State Bank of Harlem, Ill. He was a member of the Wausau Country Club. A widow, three daughters and a son survive him.

Tariffs Suspended

The rate tariffs which were to have been effective March 15 and April 1 on diversions and reconsignments have been suspended until July 13, pending a hearing which will be held before the Interstate Commerce Com mission.

Pertinent Information

The River Situation at Memphis

The Mississippi river at Memphis continues to rise. The stage today is approximately thirty-four feet and it is officially predicted that within the next week or ten days it will reach thirty-eight to thirty-nine feet on the local gauge. Thirty-five feet is flood stage here, with the result that something like three to four feet above this level is anticipated by the local weather bureau. Some unofficial predictions point to a stage of forty or forty two feet. It all depends on the amount of rain that falls within the next few days in the upper valleys of the Mississippi and its tributaries. The predictions, official and unofficial, are based on the water now actually in sight and do not take into consideration any further rainfall.

There is already some slight interference with woodworking enterprises along Wolf river in North Memphis and at least two plants in that region will have to suspend operations before the official maximum is reached. There are several plants in New South Memphis, too, which will be adversely affected by a stage of thirty-nine feet. There is some threatened loss of logs along Wolf river and likewise threatened overflow of some lumber in New South Memphis. But every precaution is being taken Lot only to prevent the breaking loose of rafts of logs but also to prevent damage to lumber. The latter is being moved to higher ground where necessary and protecting embankments will be thrown up if these become

Practically no uneasiness is felt regarding the levees on either side of the Mississippi. Officials of the various levee boards report that the embankments under their control will successfully withstand a much higher stage than is now indicated and intimate that a stage of 43 to 44 feet may be cared for without particular trouble. Lumber interests are therefore feeling rather encouraged over the outlook so far as breaks in the levees are concerned, but they are prepared to co-operate promptly with the levee authorities in the event it becomes necessary to rush men or material to any point that develops weakness or shows signs of yielding to the pressure of the waters.

The rise in the Mississippi is adding to the difficulties of getting out logs in the valley territory. The high water in this stream means backwater in the tributaries thereof on both sides and this in turn means the overflow of much of the lowlands where a large percentage of the timber lies. Furthermore, there have been exceptionally heavy rains throughout the valley states during the past fortnight and the ground is so thoroughly soaked with water that only those firms with unusual facilities and with indomitable courage are able to make much headway with bringing out logs. Logging conditions have been highly unfavorable since the beginning of the year and the outlook for an adequate supply of timber for the mills in this section is regarded as far from encouraging. is no doubt that every log that can be cut or hauled is being given this treatment because of the recognition of the prospective shortage in supply, but only limited progress is reported.

Car Shortage Situation

Statistics reaching the office of the National Lumber Manufacturers' Association, Chicago, show that the car shortage has probably reached its peak as regards lumber shipments. The situation could hardly be worse. The last weekly report of the West Coast Lumbermen's Association shows that one hundred and thirty mills loaded out only 1,270 cars for transcontinental markets for the week ending March 8, this constituting a new low record, and being 1,000 cars short of requirements. As a result, a new policy of restricted order acceptances went into effect. Plenty of business was offered, but refused because of inability to make shipments. Many of the largest mills are said to have ordered their salesmen off the road, especially in eastern and middle western territory.

The Southern Pine Association reports also show the effect of the car shortage. With orders at nearly normal, shipments, owing to car shortage, have been more than 20 per cent below normal, and the mills have in consequence partially curtailed production, to a little over 10 per cent less than new orders.

In Detroit there are reports of a lumber famine, with stocks from 30 to 40 per cent lower than they should be. The lumber dealers blame poor shipping facilities and railway inefficiency for the situation, not so much car shortage, as failure of the roads to switch cars so they can be unloaded.

Baltimore Exports Still Falling Off

If any expectations had been entertained that the foreign trade in lumber and logs would show an improvement, such expectations must be abandoned in the face of the showing made by this port for February, which only tends to emphasize the fact that the forwardings are undergoing a steady shrinkage, without any prospect that a change for the better will take place at least as long as the war lasts. Some of the principal items on the list of earlier months are entirely absent and others cut a much less important figure than has been the case in the past. Among the office are the characteristical hickory and walnut logs, oak, shortleaf pane and poplar lumber, and it is also mentioned that no box shooks went forward. The total declared value of all the exports during the month is only \$67,352, against \$71,607 for the same month last year, although the shipments of spruce increased from 194,000 to 535,000 teet. It will be noted, moreover, that an advance in the value of the shipments is taking place. Thus the declared value of 48,000 feet of white pine shipped in February, 1916, was only \$1,250, against \$1,447 for 32,000 feet shipped last month. Now that the British government has decided to keep out all shipments except those for which special licenses are issued, and which may be regarded as absolutely necessary for certain purposes, a further contraction in the exports may be looked for.

Important Arkansas Court Decision

A decision of far reaching importance to lumber manufacturers of this state was handed down by the supreme court of Arkansas on Monday, March 12. It was in the case of State vs. Bodcaw Lumber Company, which come up on appeal from Lafayette circuit court, and was for the collection of back taxes alleged to be due the state by the corporation. The contention of the state was that only the tangible property belonging to the corporation and situated in Arkansas had been assessed by it, whereas, the values of the shares of the capital stock should also have been assessed. The state sued for \$250,000. The lumber company contended that to tax its capital stock, the value of which was represented largely by property located outside of the state, would be double taxa-The supreme court held that the stock of a domestic corporation should be taxed in this state, and that for the purpose of determining the value of the capital stock, as embracing all the shares of stock, all the assets of the company, including its investments in real estate in other states, should be included, omitting, however, the value of the tangible property of the corporation situated within this state, which is assessed and taxed separately. The court said that there was no double taxation in this method as the tax is levied against the corporation and not against the share holders, who are not required to list the shares of stock held by them for assessment.

This case is of importance to all of the lumber manufacturing corporations as well as all other corporations in this state. It is probable that a number of other suits will be filed in the near future to recover back taxes alleged to be due from them.

Supplemental Lumber Cut Report

The Forest Service has sent out a supplemental estimate concerning the lumber production in 1916. A former estimate placed the increase at 11.2 per cent above that of 1915; but the later estimate, based on additional data, cuts that estimate down to 9 per cent above the 1915 cut. The largest increase is shown on the Pacific Coast where it is placed at 14.1 per cent. On the basis of the estimate, the total lumber output of the country in 1916 was 41,750,000,000 feet. Decrease is shown in Michigan and Missouri.

Russia in the Lumber Business

There is no question that the Russians are in earnest about entering the lumber business on an enormous scale. A particular department of that business will have to do with supplying material for rebuilding the devastated acres in Europe after the war. To that extent, the Russian timber will become a direct competitor of the American; for it is well known that the lumbermen of this country are counting on selling large bills of material over there.

The Russians are taking steps to open up a forest region of approximately 400,000 square miles which has scarcely been touched by the ax. The competition will not be timid. Russia needs money and needs a balance of trade, and the sale of that enormous resource will bring money. It belongs to the government, and every dollar of revenue that can come by that means will lighten by that much the burden of taxation.

They need mills and lumbering equipment, and that ought to provide a market for what Americans have for sale along that line. The Russians do not intend to export their timber in the form of logs, but will manufacture the lumber ready for use. American manufacturers of sawmill supplies ought to make the most of this opportunity.

Douglas Fir for Norwegian Hills L

Douglas fir is recommended by Anton E. Smith, chief forester at Stavanger, for the reforestation of western Norway, whose former wealth of oak forest was exhausted hundreds of years ago. Mr. Smith is just returning to Norway after a year's study of American softwoods for the Norwegian Government. He spent most of his time in Oregon, Washington, British Columbia, and Alaska. The climate of western Norway is very similar to that of the states of the Pacific Northwest. Accordingly, Mr. Smith recommends Douglas fir, which, he believes, if planted in Norway, will attain merchantable size in about eighty years.

Norway has been cutting very heavily during the last decade, and the Government has taken effective steps to safeguard the nation's timber supply, both by encouraging reforestation and by limiting the cutting to trees above six and three-quarters inches in diameter, measured five feet from the ground. Both pine and spruce are employed for paper making, the principal use to which timber is put.

Douglas fir is no new thing in Europe. It has been planted there for timber purposes for generations and has prospered in most places. However, differences in the quality of the wood result there the same as among the fir of natural growth in the United States.

An Old Sawmill Rebuilt

What is claimed to be the oldest steam sawmill in Mississippi has just been rebuilt at Natchez by R. F. Learned. The mill performed its work for

nearly a century, but the local historians down there doubtless mixed their dates when they traced the records back to 1800 and took the beiler and engine from a wrecked steamboat on the Mississippi river. It was not until eleven years after that date that the first steamboat made its appearance on the Mississippi. It was the year of the earthquake, and the country people attributed the earthquake to the presence of the steamboat. So, the date 1800 seems a little early for the Natchez steam mill built from the wreck of a steamboat.

Ant-Proof Spools Wanted

Consul Benjamin F. Chase writes from Costa Rico that the manufacturers of wooden spools for use in weaving mills for export to tropical countries should use some kind of wood that will not be a prey to the ants or other insects. One such wood is bitter cedar. Perhaps there are many other kinds, such as cinchona, or known locally as quinal. Information has been given to the consulate that the spools from the United States are destroyed by ants that eat through the wood and destroy the inner layers of the thread as well. The form of the spool seems all right, but the kind of wood is of apparent importance.

It might be worth while to try Port Orford cedar, of Oregon, for such spools. The wood is reputed to be proof against the attack of ants. It is a rather fine-grained wood and it might make excellent spools.

Drying Wood by Steam

A recent number of the London Timber Trades Journal had an interesting account of drying wood in steam. A Frenchman, M. Violette, made the experiments. The woods treated were oak, ash, elm, walnut and fir, specimens of which he submitted to the action of a current of steam at a temperature of 100 deg. Centigrade, gradually raising it to the different points of 125 deg., 150 deg., 175 deg., 200 deg., 225 deg., 250 deg., without the addition of any water, so that the vapor was no longer saturated, but was rendered capable of extracting the moisture contained in the wood. Portions of the various woods were weighed and exposed to these temperatures for two hours, in closed chambers, and again weighed when cool, in order to find the amount of loss of weight by desiccation.

This loss was found to increase in a constant ratio, according to the temperature; but great variations were experienced with different woods. At the temperature of 175 deg, elm and oak lost one-third of their weight, and at 250 deg., one-half; ash and walnut lost one-fifth at 175 deg., and two-fifths at 250 deg.; and fir, one-sixth and one-third at the same temperatures. Until the heat reached 175 deg. they each preserved their primitive colors, but from that point to 200 deg. a slight change took place. Above 200 deg. the color gradually deepened, and at 250 deg. oak became black. This change of tint indicates the formation of tar in the wood, which seems to be necessary for its due preservation.

The particular result of these trials to which we would direct the attention of the worker in wood is the great increase in strength which this treatment causes; this has been accurately determined at the different degrees of temperature, showing the remarkable fact that timber may be thus improved in tensile strength to an immense extent. Elm obtains its maximum point of strength at a temperature between 150 deg. and 175 deg., while that for the other woods varied from 125 deg. to 150 deg. Ash receives an accession of two-thirds its original strength; oak, five-ninths; walnut, nearly one-half; fir, two-fifths, and elm more than one-third. The order of classification here given is according to that of the temperatures. It appears that the process condenses the fibres, and gives to the wood the properties of solidity and firmness, equalling an amount of outdoor seasoning of a number of years.

Wood for Automobiles

So great is the call for wood for automobiles, that there is a national organization of lumber buyers in the automobile field, and from this work has grown up a well standardized series of grades of lumber for this use, recognized by the automobile trade though not specifically in the grading rules of manufacturers' associations. The wooden wheel makers have attained remarkable success, both labor and material problems having been handled in such ways that all difficulties have been satisfactorily met. Not only have materials been obtained in abundance to satisfy the present huge demand, but provision has been made for the future. The larger makers of wheels, have reached back from factory to forest. Not only do they own or control vast tracts of standing timber, matured and available as immediate supply, but protection has been given to stands of young timber that will afford adequate supplies a few years hence.

Hardwood News Notes

───≺ MISCELLANEOUS ≻──

The Key City Furniture Company, Dubuque, Iowa, has sold out.

The Ballman Cabinet Company, Cincinnati, O., has moved to Covington, Ky.

The death is announced of J. M. Studebaker, Jr., of the Studebaker Corporation, South Bend, Ind.

The Burton Veneer confirm has been incorporated at Mobile, Ala.

E. L. Gibbs Lunder Company, it the same business as carried on her fore under the style of Owen Bearse & Son Company, Boston, Mass.

An involuntary petition in bankruptcy has been filed by the Central Wheel & Manufacturing Company, Sturgis, Mich.

The Boone Timber Company, Clothier, W. Va., has sustained a \$50,000 loss by fire, partly covered by insurance. The mill will be replaced by a larger plant and will have a greater capacity.

The Baldwin Lumber Company, Crete, Neb., has been succeeded by the

Hayes Lumber Company of Lincoln.

The H. & M. Lumber & Shingle Company has been incorporated at Buffalo, N. Y.

H. W. Bogart, president and treasurer of the Minneapolis Sash & Door Company, Minneapolis, Minn., died recently.

The S. L. Eastman Flooring Company, Saginaw, Mich., is reported to have sustained a loss by fire.

William J. Geis, E. A. Hasse, A. C. Hasse, E. Kline and O. F. Haeberle have formed the Geis-Hasse Company at Cleveland, O., to manufacture doors. Capital \$5,000.

The Heyman Package Company will locate a box, crate and basket factory at Grand Haven, Mich.

The Economy Folding Box Company has been incorporated at Cincinnati. O. F. H. Houghland, Charles L. Hopping, L. E. Orr, J. C. DeFooset and C. O. Andress are the incorporators. The capital is \$15,000.

A. S. Musselman, president of the Boyne City Lumber Company, Boyne City, Mich., died recently.

The Dermott Tupelo Lumber Company has recently been organized at Bermott, Ark.

The capital of the Litton Vencer Company, Rockford, III., has been increased to \$100,000 and that of the Smeed Box Company, Cleveland, O_{cc} to \$100,000.

The business carried on for years under the name of F. W. Hanpeter (estate) is now known as the F. W. Hanpeter Furniture Company, St. Louis, it having been incorporated with \$60,000 capital.

The Moon Desk Company, Muskegon, Mich., has gone out of business. At Carrollton, Ky., the United States Cabinet Manufacturing Company has been incorporated.

Other incorporations are: The Winn Cypress Company, Cleveland, O., capitalized at \$5,000; the North Eastern Lumber Company, Brooklyn, N. Y., \$10,000 capital stock, and the Currie-Sweeney Company, New York, \$5,000.

C. A. Hamilton, president of the Racine Manufacturing Company, died at Bacine, Wis.

The Bigelow-Cooper Company, manufacturer of flooring at Bay City, Mich., has increased its capital from \$150,000 to \$250,000 and the capital of the Luce Furniture Company, Grand Rapids, Mich., increased from \$250,000 to \$400,000.

The Pioneer Furniture Manufacturing Company has been incorporated at Cleveland, O., by John H. Hayner, Hugh Jones, W. A. Williams, J. J. Babington and D. E. Cotton. Capital, \$10,000.

H. L., E. H. and S. L. Greene are the incorporators of the Greene Brothers Corporation, manufacturer of coffins, caskets, lumber, etc., at Rutland, N. D., capitalized at \$25,000.

==< CHICAGO **>**=

The Chicago Wood Novelty Company has been incorporated at Chicago. Edward Vail of the New York State College of Forestry at Syracuse, spent a day or two in Chicago last week on his return from the Pacific Coast, where he attended the conference of forestry clubs at Seattle.

C. P. Crosby of Rhinelander, Wis., with Mrs. Crosby, was in the city Tuesday, March 13.

E. V. Knight, New Albany Veneering Company, New Albany, Ind., F. L. Zaug of the Wisconsin Cabinet & Panel Company, New London, Wis., A. E. Gorham, Gorham Brothers Company, Mt. Pleasant, Mich., George II. Chapman, Northwestern Lumber Company, Stanley, Wis., E. W. Benjamin, Cadillac Veneer Company, Cadillac, Mich., and John T. Breece of the Breece Manufacturing Company, Portsmouth, O., were in the city March 13 attending a panel meeting.

D. E. Kline with Mrs. Kline was in Chicago last week, Mr. Kline coming here for the panel meeting.

The Pekin Cooperage Company, Pekin, Ill., has increased its capital to \$2,000,000.

A petition in bankruptcy has been filed by the Monarch Chair & Furniture

Company, Rockford.

The Liberty Lumber & Mill Company has been incorporated here, its

capitalization being \$5,000.

A bill for accounting has been filed by the Independent Harvester Com-

A bill for accounting has been filed by the Independent Harvester Company, Plano, Ill.

J. N. Penrod of the Penrod Walnut & Veneer Company of Kansas City,

Mo., spent Tuesday of this week in Chicago in conference with his Chicago representatives and in connection with other matters important to the walnut business. J. C. Rodahaffer, now sales manager for George W. Hartzell, Piqua, O., who will become sales manger for Mr. Penrod's concern on the first of the month, was in the city at the same time.

Other prominent lumber manufacturers who were here on Tuesday were L. C. Moschel of the Langton Lumber Company, Pekin, Ill., and Mr. Haskell of the Pickrel Walnut Company, St. Louis, Mo.

W. E. Hevser of the W. E. Heyser Lumber Company, Cincinnati, O., spent several days of this week in the city on business.

V. P. Ransom of the Nashville firm of John B. Ransom & Co., was in conference with his local representative, Earl Bartholomew, this week.

Dr. Hermann von Schrenk, the noted lumber technologist of St. Louis, Mo., spent several days in the city during the week on matters of general interest to the lumber industry.

___< BUFFALO >----

Charles II. Stanton died on March 7, aged seventy three years. He was norm in New York state, but spent much of his early life in Wisconsin and other Western states, where he was steadily engaged in the lumber business. He located in Buffalo about twenty years ago as the representative of the H. M. Loud Sons Company of Michigan, which position he held until going into business for himself. Until his last sickness he maintained an office in the Law Exchange. His love of sociability and good fellowship made him always an enthusiastic Hoo-Hoo, of which he was vice-gerent more than once, and he died holding that position, his number being 3140. He leaves a wife and son, Harry L. Stanton, assistant secretary of the Detroit Trust Company. Remains were taken to Detroit tor burial. Fitting resolutions were passed by the Buffalo Lumber Exchange at its last meeting.

The Buffalo lumber trade is well represented at the annual convention of the National Wholesale Lumber Dealers' Association at Pittsburgh. Among those who attended were Hugh McLean, J. B. Wall, H. F. Taylor, Knowlton Mixer, O. E. Yeager and E. J. Sturm.

Fred M. Sullivan was at the head of the big delegation of lumbermen and their employes and families attending the Billy Sunday tabernacle in a body on the evening of March S. The hardwood yards and offices generally closed at 4 p. m., to permit the employes to go. Some of the yards distributed over 100 tickets to their employes and practically every yard was well represented. The tabernacle meetings closed on March 25 and bids are now being received on the lumber.

The outlook for hardwood lumber receipts by lake this spring is said to be poor. Freight rates are high and lumber prices at the mills are said to be several dollars above a year ago; so there is little inducement for the wholesalers to make the effort to lay in stocks during the early part of the season.

────≺ PITTSBURGH ≻───

The Aberdeen Lumber Company reports a tremetadous demand for gum and cottonwood and says the supply of cars has been much better the past ten days on the lines through the Southwest. President J. N. Woollett believes that there is a long period of prosperity ahead for wholesalers.

The Satler Hamilton Lumber Company reports that business was never better. It is simply a case of getting cars. Manufacturing and railroad demand is better than any other.

The Kendall Lumber Company is having splendid business in the hardwoods, especially in mixed grades which are selling well to mining companies. Prices received are the best ever and the only complaint is a shortage of cars.

=≺ BALTIMORE **>**=

David T. Carter & Co., wholesale hardwoods, will move this week from the Law building to the new yard established on South Paca street. A one-story brick office has been crected there, together with sheds and other improvements. The yard is near the Baltimore & Ohio railroad and in a district where a number of woodworking factories are located and where the demand for hardwoods is large.

Andrew Dietrich, surviving partner of Dietrich Brothers, has filed a petition in the circuit court of this city, asking that a receiver be appointed for the H. B. Herring Company, wholesale lumber dealer and builder, contending that the corporation is insolvent. The company recently filed a reply denying the allegation. It is contended that the company was never indebted to the petitioner, and that it can pay every creditor in full and have sufficient left to refund its stockholders the par value of their stock and give them a bonus besides. The B. C. Bibb Company, upon its petition, was made a party plaintiff in the receivership case, it being alleged that the Herring company owes it \$374.50 for ranges, stoves and furnaces put in houses on Fullerton avenue for the Herring company.

=≺ COLUMBUS >=

The Lumbermen's Club of Columbus was incorporated last week with a preliminary capital of \$5,000 for the mutual benefit of its members, who are wholesalers and retailers of Columbus. The incorporators are John R. Gobey, E. Doddington, W. E. Hyde, W. L. Whitacre, D. S. Benbow, A. E. Legg, J. E. McNally, F. H. Lumbert and C. B. Brown. The club starts with an initial membership of forty. It has secured permanent quarters at Chestnut and High streets, where a dining room will be operated for the benefit of the members and their guests. Officers are: John R. Gobey, president; J. E. McNally, first vice-president; A. E. Legg, second vice-president; R. M. Lucas, secretary; and F. H. Lumbert, treasurer.

The Matthews Company has been succeeded by the Matthews Boat Company of Port Clinton, Ohio.

The Kile Manufacturing Company, Akron, O., has been succeeded by the Kile Lumber & Building Company.

The Shenango Lumber Compan to catly entered the wholesale lumber and timber business of Youngstown, et.

The Independent Builders' Supply & Lumber Company, Cleveland, has been incorporated with a capital of \$25,000 to deal in lumber and builders' supplies. The incorporators are M. B. Abrams, I. Margolin, S. Kesler, Max Lees, S. Newman and others.

The announcement has been made that the Tennessee Lumber & Coal Company, which operates a mill at Glen Mary, Tenn., has opened general sales offices in the Manufacturers' National Bank Building at Harriman, Tenn. This company is controlled by the Hagemeyer interests of Cincinnati, and the Harriman office is managed by Bartlett Hagemeyer, who has been using Harriman as his headquarters for some time.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for all varieties of hardwoods. Trade is about equally distributed between factories and retailers. Dealers' stocks are rather low and with excellent building prospects they are trying to increase them. Prices are firm at the levels which have maintained for some time.

J. A. Ford of the Imperial Lumber Company reports a good demand for West Virginia hardwoods. Prices are firm and prospects are generally bright.

==≺CLEVELAND **>**=

With 20,000 union workmen idle this week as a result of the lockout by contractor members of the Building Trades Employers' Association, building operations, as far as big work is concerned, and consequently the outlet for hardwoods for interior finishing, are at a standstill. The suspension of building operations is the result of a battle between the employing contractors and the unions, the former declaring war on the unionists because they allege the union leaders failed to keep agreements with the contractors. Special meeting of material men and others to assist in reaching an amicable agreement has failed, both sides remaining firm. While the hardwood men and other material interests are not opposed to the principles of unionism, they are opposed to tactics as charged against union leaders, and voice the opinion that the employers should have the right to run an open shop or union shop, as they see fit. So far the labor situation has not seriously affected the demand for hardwoods here, although this must come shortly unless the differences are patched up.

Of more serious consequence to the big interests in hardwoods here is the latest action of the railroads in effecting embargoes throughout northern Ohio, effectually shutting out shipments of material to Cleveland, as a direct result of the threatened railroad strike. Already supplies here are low, and, although building operations will be confined mainly to small housing work if the present lockout continues, there will hardly be enough to meet even this demand.

The embargo situation is now being dealt with by the transportation department of the Cleveland Chamber of Commerce, assisted by a committee from the Cleveland Board of Lumber Dealers.

The annual meeting of the Cleveland Board of Lumber Dealers, postponed on account of the illness of Secretary J. V. O'Brien, will be held the latter part of this month, Mr. O'Brien now having fully recovered.

-----≺ CINCINNATI ≻=

J. T. Kendall, secretary of the American Oak Manufacturers' Association, Memphis, Tenn., called on Cincinnati members of the organization last week. He also had a conference with F. R. Gadd, assistant to President Burns of the Hardwood Manufacturers' Association of the United States. Mr. Kendall and Mr. Gadd discussed in considerable detail the distribution of stock reports.

Following the announcement some weeks ago that the building of wooden ocean-going vessels on the Ohio river at Louisville, Cincinnati and other points, now comes word to the effect that ships of wood to meet the national emergency will be constructed in the port of Mobile, Ala., to the capacity of every plant there. This was indicated when word came from Washington that the Federal Shipping Board had issued a call for a conference in Washington recently.

William Aufderheide, aged seventy-five, retired pioneer carriage manufacturer of Cincinnati, who lived for many years on Sullivan avenue, St. Bernard, a suburb, died last week at the Bethesda hospital, following an operation.

At last week's meeting of the Cincinnati Lumber Exchange of the Chamber of Commerce, the nominating committee to select six candidates for directors of the exchange was named. The new proposed reconsignment rules were discussed as well as the new rates from the South into eastern cities, recently suspended by the Interstate Commerce Commission until June 29.

Arrangements have been made by the Marietta Chair Company for more than doubling the capacity of the plant in the district south of Fourth street, having last week taken on 47,000 additional square feet of floor space. It is now at Second and Plum streets, where it has 40,000 square feet of floor space. The property just taken is on a ten-year lease and a considerable portion of it will be used as a warehouse.

The Norwood Sash and Door Company recently announced that it will in the near future construct a large warehouse at Section and Ross avenues, Norwood, from plans just completed by Architect C. M. Foster. The new building, to be of mill construction, one story and 40 by 210 feet, will be equipped with a sprinkler system.

The trustees of Christ church next week expect to commence receiving bids for the chapel to be constructed in connection with the East Fourth street congregation. The improvement, planned by Architects Garber & Woodward, will be about the only structure of its kind, from an interior decorative standpoint, in this part of the country. The ceiling will be of frame, with heavy timbers, while the sidewalls will be of smooth limestone, the scheme being of the English Gothic style of architecture.

Lumbermen in this section have been watching with keen interest the efforts of the Ohio railways to put on a new and heavy fee for the privilege of reconsignment of cars at destination, which were ordered stopped last week when the Ohio Public Utilities Commission suspended the increase and will hold the matter in abeyance until April 14. All proposed increases in switching rates inside the switching district of Cincinnati were suspended also. During the interval there will be a formal hearing on proposed increase and the commission will seek to determine the fairness and equity of the increases. Complaint from shippers in the city that the rates were not justified and would be burdensome and unfair caused the commission to take the above action.

The Columbus Axle Company is expanding on a great scale. It recently increased its capital stock from \$35,000 to \$1,000,000.

The Champion Tool Company, machine and woodworking tool manufacturer, is receiving estimates through Zettel & Rapp, architects, for the construction of an entire new plant at Spring Grove avenue and Chickering street, Winton Place. The big corporation now has a factory at Camp Washington. It is estimated that the new works will cost about \$45,000. The main building will be 303x154 feet.

-----≺ INDIANAPOLIS >------

Indiana shippers, representing all industries engaged in interstate commerce, last week sent representatives to Washington to protest to the Interstate Commerce Commission over the enforcement of the home route rule requiring the loading of cars that will return them only to the roads by which they are owned. Small shippers, representative especially of many of the Indiana Mardwood interests, are very bitter in their denunciations of the rule, as it means further restrictions in the movement of their products and an increased hampering of business generally. Although the anpeal was made directly to members of the commission by a delegation of shippers, no definite assurances were given as to its action.

A. J. Robinson of Logansport, Ind., a lumberman and until recently president of the Logansport Manufacturing Company, spoke manufacturer, died recently at the hone of his daughter in Los Angeles, Cal. He was sixtynine years old.

The Frank Lumoer Company of Mishawaka, Ind., last week tendered a

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W. Virginia Band Sawn MAPLE

Four to Five Months on Sticks

Fine Widths. Hard.

10 cars 4, 4 No. 1 Com. & Bet., 50 to 60% 14 & 16'.

2 cars 5, 4 No. 1 Com. & Bet., 65 to 70% 14 & 16'.

6 cars 6/4 No. 1 Com. & Bet., 65 to 70% 14 & 16'.

3 cars 8/4 No. 1 Com. & Bet., 65 to 70% 14 & 16'. 4 cars 10/4 No. 1 Com. & Bet. 70% 14 & 16'

4 cars 12/4 No. 1 Com. & Bet., 70% 14 & 16'.

15 cars 4, 4 Log Run, 45 to 50% 14 & 16'.

1 car 5/4 Log Run, 50% 14 & 16'.

3 cars 6/4 Log Run, 50 to 60% 14 & 16'.

1 car 8/4 Log Run, 50 to 60% 14 & 16'.

Fine Widths. Soft.

1 car 8/4 No. 1 Com. & Bet., 60 to 65% 14 & 16'.

1 car 8/4 Log Run, 50 to 55% 14 & 16'.

1 car 4 4 Log Run, 45 to 50% 14 & 16'.

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MANUFACTURER AND WHOLESALER HARDWOOD LUMBER

Specialty: W. VIRGINIA BAND SAWN HARDWOODS

banquet to about sixty of its costor, is, thum sermen from several Inco and Michigan cities attended.

A sawmill owned by Fraul Tabter at Mt. Etna, Ind., was destroyed by fire last week, and also a large quantity of hardwood timber stored inside and near the mill. The cause of the fire has not been explained, and the loss has not been estimated.

The Reynolds Lumber Company of Reynolds, Ind., has been incorporated with a capitalization of \$15,000. The directors are B. H. Thompson, E. R. Dye, and R. S. Banes.

John Shoffner and Walter Strickler of Danville, Ind., have purchased the Home Lumber Company of James Comen. The new owners have taken possession of the property.

The Farmers' Lumber and Supply Company of Yeoman, Ind., has been incorporated with a capitalization of \$10,000, the directors being Alva E. Johnson, George E. Sites, and Walter G. Millian.

——≺ EVANSVILLE ≻——

The next regular meeting of the Evansville Lumbermen's Club will be held in the private dining room of the Young Men's Christian Association on Tuesday, April 10. A report will be made on the progress of the plans for the regular summer outing, and other matters of importance will be discussed.

The Schnute-Holtman Company has filed a notice with the secretary of state of the increase of its capital stock from \$40,000 to \$50,000.

F. J. Hofacker, manager of the Evansville Supply Company, announced recently that plans are being drawn for a new addition to the company's plant. The contract will be let in a short time. The growing business of the company necessitates more room.

The W. M. Simpson Lumber Company, New Harmony, Ind., has installed electric lights in its plant and made other improvements.

The Imperial Desk Company has offered to its employes a number of vacant lots owned by the company. The men can put the lots in cultivation this summer and what is raised on them will be theirs. No rent is to be charged for the lots. Several other local manufacturers who own lots have made a similar offer to their men.

Adam and George Whitten of Dale, Ind., are making arrangements to move their sawmill from Dale to Buffaloville, where they recently purchased a tract of land which will be sawed up this spring and summer.

The Evansville Veneer Company recently adopted the "more daylight" plan in its factory and the employes now go to work at 6 o'clock in the morning and quit at 4:30 in the afternoon. The men are said to be well pleased with the new plan.

Scythe handles, that were valued at \$2,000, shipped by the Seymour Manufacturing Company at Seymour, Ind., to a firm in Liverpool, England, were lost in the sinking of the Laconia, according to word received by the firm. This is the second similar shipment of handles belonging to this company destroyed by the work of submarines.

William H. Smith, aged eighty-seven years, a retired chair manufacturer of this city and well known among the lumbermen of Indiana, Illinois and Kentucky, died on Tuesday, March 6, after a short illness. He is survived by one son and one daughter.

During the high water along Green river and tributaries in western Kentucky last week, many of the sawmills in that section were forced to close down. Thousands of valuable ties and logs were endangered by the flood, and the shipment of staves from the Green river section to Evansville was also greatly interfered with.

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CHOICE DELTA GUM Dry and Straight

J. C. Rea, manager of the Indiana Cooperage Company, who recently purchased a large cooperage plant at Vincennes. Ind., reports that trade is very good now. Many of the cooperage manufacturers in this section fear that the state-wide prohibition law in Indiana will hurt their business when it goes into effect.

→ MEMPHIS >=

It was announced at the meeting of the Lumbermen's Club, held at the Hotel Gayoso, Saturday, March 17, that the invitations to President John M. Woods, Secretary F. F. Fish and the entire executive committee of the National Hardwood Lumber Association, asking them to come to Memphis for a discussion of the application of the inspection rules of that body, was sent out early this week and a conference will be arranged just as soon as a date can be agreed upon. Aside from the foregoing announcement and the election of W. S. Mayes, who is in the hardwood business under his own name at Covington, Tenn., as an associate member, no business was transacted. In fact this came nearer being a purely social meeting of the members of the club than any held in recent years. The usual luncheon was served. There were sixty-cight members and visitors present.

The Tri-County Drainage Canal, reclaiming about 55,000 acres of land in Crittenden, Cross and St. Francis counties, in eastern Arkansas, has been completed at a cost of \$400,000. Roads are now being built and other improvements made and the value of this land is rapidly increasing. A considerable portion of the property is owned by lumber interests, including C. T. Whitman, Earle, Ark., and Memphis, the Crittenden Lumber & Railroad Company and J. H. Bonner & Sons, Heth, Ark., and others. The work required nearly three years for completion.

The L. C. Nolan Lumber Company, capitalized at \$5000, is one of the latest firms to take out a charter under the laws of Tennessee. Its head-quarters will be at Memphis and the principal stockholders are: L. C. Nolan, E. C. Klaiber, W. M. Solomon, N. C. McGinnis and R. H. Stickley, L. C. Nolan is well known to the hardwood trade of this section. He was one of the owners of the Bacon-Nolan Hardwood Company, Memphis, before that firm was absorbed at the time of the consolidation of several companies under the name of the Lamb-Fish Lumber Company.

Penrod, Jurden & McCowen, Inc., have received the amendment to their charter whereby its capital stock is reduced from \$350,000 to \$250,000, Application for this amendment was made some days ago, as announced in the last issue of Hardwood Record.

The Chisca Lumber Company has been organized with a capital stock of \$50,000, with W. I. Brashears of Josephine, Miss., as president, George H. Temple, Cincinnati, as vice-president, and Charles T. McManus, as secretary-treasurer. This firm has already taken over two mills at Josephine, Miss., and 1,000 acres of gum, oak and other stumpage near that town, which belonged to Mr. Brashears. The mills are already in operation and have a capacity something in excess of 35,000 feet per day. Mr. McManus is in charge of the local offices of the company in the Randolph building and will look after the buying of such lumber as the company may handle aside from its own output. Mr. Temple will act as sales manager, with headquarters at Cincinnati.

=≺ LOUISVILLE >=

C. H. Willett, connected with the W. R. Willett Lumber Company, will be married on April 4 to Miss Margaret Meldrum Munn of Louisville, according to recent announcements. The wedding will take place at the Church of the Messiah.

Some big improvements are under way at the Louisville plant of the C. C. Mengel & Bro. Company, where the main mill is being remodeled into a two band affair. The dimension mill has been doubled in capacity, and new storage sheds are being erected to carry half a million feet of kiln-dried stock. Other improvements are under way, including a new shipping room.

After spending several weeks in the East, W. A. McLean, head of the Wood-Mosaic Company, Louisville and New Albany, is back in the city. Business with the company is extremely good at this time.

T. M. Brown of the W. P. Brown & Sons Lumber Company is back from Pittsburgh, where he attended the meeting of the National Wholesale Lumber Dealers' Association. G. M. Brown is back from a trip to the South, where the company's mills are operating to capacity.

Apprehension was felt in river lumber circles last week when the Ohio river went on a rampage, which for a time threatened to reach the flood stage. However, the river began to recede before any damage was done. At the plant of the Roberts Veneer Company, New Albany, all logs and loose lumber were securely tied up, and similar precautions were taken at the Louisville Point Lumber Company's plant and elsewhere. However, no lumber got away, and the water never reached the mills.

The Inman Veneer & Panel Company, recently organized in Louisville, has incorporated with a capital of \$200,000, and taken out a permit for the erection of a building to cost \$43,000. The incorporators are: Charles W. Inman, Harry C. Inman, Theodore Kamnitz, E. E. Sutton and George F. Johnson, holding 1,055 shares of the capital, which is par at \$100. The stock is divided into \$125,000 of common, and \$75,000 preferred.

The plant of the Louisville Cooperage Company is again operating in full swing after laying off 200 men when the railroads placed the special embargoes on account of the threatening strike.

The plant of the Ferguson Hardwood Lumber Company, Paducah, Ky.,

after being idle for several years, is again the scene of industry. This plant was formerly operated by the Ferguson-Palmer Lumber Company, and was taken over last fall by J. K. Ferguson and the new company organized to operate it. Since that time the entire plant has been overhauled and improved. The company has also fixed up its barges and boats and will bring its logs in by river in its own boats, which will be loaded by means of a derrick boat adjacent to the lumber track. The company has timber enough to last it for several years, and has put in a cable line to transport its logs from the camp to the river loading station.

A new band sawmill and logging railroad recently completed at Fonde, Ky, has been taken over by the Vestal Lumber & Manufacturing Company of Knoxville, Tenn., which has announced that it has several thousand acres of poplar and white oak stumpage behind it, and will have supplies to operate the mill for several years.

On March 9 the C. C. Mengel & Bro. Company took up the matter at Washington of arming its ocean going vessels in order to protect them from submarines. The company operates a fleet of lumber carriers, which bring logs into southern ports, and which make the return trips in ballast or carrying merchandise for African and South American ports.

With a capital of \$35,000 the E. L. Hambrick Lumber Company, Bowling Green, Ky., has incorporated, naming E. L. Hambrick, H. Shattuck, V. E. Porter, J. T. Vance and J. J. Sledge as charter members. Mr. Sledge was one of the parties which a short time ago purchased the machinery in the plant of the Bowling Green Hardwood Lumber Company, announcing that it would be shipped to Mississippi.

S. J. Glanton, secretary of the Chicago Veneer Company, Danville, Ky., in a recent statement said: "Probably the most serious condition which now confronts us and the veneer industry in general is the railroad situation and the very drastic embargoes. This situation is tending to very materially increase the cost of handling and shipping stock. We have found it necessary to employ an expert to handle our traffic matters."

Joseph Ashcroft, Poplar Bluff. Mo., and J. E. Busher, the latter of McMinnville, Tenn., headed a delegation of spoke manufacturers who recently held an informal meeting at the Seelbach hotel, for the purpose of discussing conditions in the spoke trade, and lumber deliveries. Manufacturers from several states were present at the Louisville meeting.

The boats of the Ayer & Lord Tie Company, Paducah, Ky., and other transportation companies operating out of that city, have been having trouble over union labor, and a number of boats have been tied up. Labor leaders have been endeavoring to unionize the marine engineers, and force the transportation companies to pay union wages. Loyal employes have met with some rough handling.

----≺ ST. LOUIS >-

There is a good prospect in sight for building construction work. While actual building is not large, prospective work is good. In all sections of the city, building is looked for during the next few weeks and there will be a good active demand for all kinds of building material. It is the consensus of opinion that there will be more activity in building operations than there has been for a long time.

W. R. Chivvis is anticipating making a change in the location of his yard shortly and making some improvements that he finds necessary. His office will be moved about a block from its present location and he will erect a number of sheds for the storage of lumber.

The Garetson-Greason Lumber Company reports that aside from the car shortage it is enjoying an excellent business.

==≺ ARKANSAS **>**=

The Quellmalz Lumber Company, Knobel, Ark., has been running its mill with a double shift of men for the past two or three months, each shift working ten hours. This is one of the few lumber mills of the state that has not been shut down during the past five years.

The Columbia Cooperage Company of McGehee, Ark., has removed its plant from Jennie, Ark., to Vicksburg, Miss.

E. B. Griswald of Cotter, Ark., who owns a pencil slat factory at that place, is preparing to start up his plant after a year's inactivity. The flood waters of the White river practically destroyed his plant last January, and hundreds of dollars worth of cedar timber was washed away from the yard. The factory is now being moved from its old location near the water's edge to a point above the high water mark, and new equipment has been ordered. This mill employs about twenty-five men.

Julius Siedel, snark of the universe, and E. D. Tennent, secretary-treasurer of the Concatenated Order of Hoo-Hoo, both of St. Louis, on March 15 attended a dinner in the Marion hotel at Little Rock and discussed the affairs of the order with about twenty of its local members. It was there agreed to renew the interest of this lumberman's fraternity in Arkansas, where it had its origin. Frank Neimeyer of the A. J. Neimeyer Lumber Company, Little Rock, was appointed vicegerent of this district, and a committee of nine was selected to serve as a council with Mr. Neimeyer in looking after the order's interest in this state.

On March 12, Judge Frank A. Yoemans of Fort Smith, United States district judge, entered a judgment for the plaintiff in the sum of \$471,-945.30 in the case of Alvin D. Goldman vs. Nashville Lumber Company and the Graysonia-Nashville Lumber Company. Forty days is given in which to pay the judgment, and in case of their failure, the property involved is to be sold in satisfaction thereof. The defendants have given notice of and

filed a bond for an appeal in the case to the United States circuit court of appeals. This case involves large timber and land holdings in several counties of this state.

=-< WISCONSIN **>**=

Since the fire that late in February destroyed the enameling department of the Wood Products Company, Ladysmith, Wis., four new brick enameling ovens, better and safer than their predecessors, are in satisfactory use.

The Chas. W. Fish Lumber Company, Antigo, Wis., contemplates the erection of a frame office building, 35x38 feet, in that city at a cost of \$40,000.

The Hardwood Products Company, Neenah, Wis., does not exist for work alone. During the entire winter a social club, organized by the young people employed in the office of the company, was busy devising means and manners of indoor pastime and pleasure. Athletics are prominent on the programs of the club. As soon as weather permits, the activities of the organization will be relegated to the out-of-doors.

The Fond du Lac Church Furniture Company recently increased its capital stock from \$150,000 to \$300,000 to take care of the greatly increased business and to keep abreast of its progress in finance.

The Sanitary Refrigerator Company recently moved into its new factory

PLAIN and QUARTERED RED and WHITE OAK

AND OTHER HARDWOODS

EVEN COLOR SOFT TEXTURE



We have 35,000,000 feet dry stock—all of our own mannfacture, frem our own timber grown in EASTERN KEN-TUCKY.

Oak Flooring

PROMPT SHIPMENTS

THE MOWBRAY & ROBINSON CO., Inc.

Salt Lick Lumber Co.

MANUFACTURERS OF

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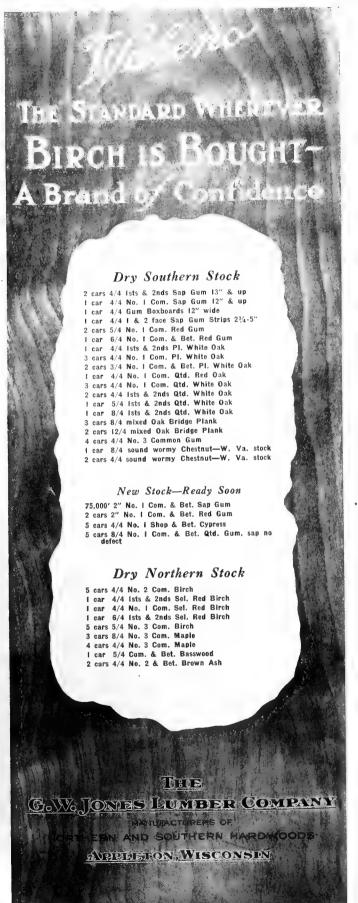
Complete stock of 3/8" and 13/16" in all standard widths

The Tegge Lumber Co.

High Grade Northern and Southern Hardwoods and Mahogany

Specialties OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin



but, the construction, and is modernly fitted out for office accommodation. The company is incorporated for \$200,000.

With the recent installation of sprinkler equipment for fire protection and a moulding machine, the Plumbers' Woodwork Company, Algoma, Wis., is commendably equipped for fire protection and production efficiency.

The American Chair Company, Sheboygan, is to creet a 4-story brick warehouse, 75x180 feet, on newly acquired property at Niagara avenue and North Tenth and Eleventh streets.

The Linderman Box & Veneer Company, Eau Claire, Wis., has increased its capital stock to \$80,000.

The Northern Lumber & Coal Company, Duluth, Minn., has been issued a certificate to do business in Wisconsin, with principal office at Superior.

R. D. Hogan, formerly manager of the Gurney Lumber Company, at Gurney, Wis., is assuming independent logging contracts. He opened an office some time ago in the Paul building in Hurley, Wis., where he is associated with A. D. Leavitt, of Merrill, Wis.

The Stearns Lumber Company at Odanah, Wis., is feeling the freight car situation as much as any lumbering concern in northern Wisconsin. With an exceptionally large output and an unusually great number of orders, the company has been forced to suffer doubly.

The factory of the defunct Eureka Cooperage Company, Depere street, Menasha, Wis., will be occupied by the Simple Gas Engine Company, which is moving its machinery from its former quarters in Ashland, Wis.

The Auto Body Company, manufacturing auto truck bodies, taxicab bodies, winter bodies and slip-on bodies, which has for some time operated in cramped quarters, is to expand into a new home in the city of its birth, Appleton, Wis. The entire plant will be operated by electricity and additional help will be engaged to keep pace with the orders.

The John Week Lumber Company, Stevens Point, Wis., is receiving great quantities of logs from its Iola camp. Besides marketing the product of its own cutting, the company will purchase large quantities of logs from farmers in the vicinity of Stevens Point.

The Wauzeka, Wis., box factory will be kept busy during the coming summer. A recent order from Mineral Point, Wis., calls for a hundred carloads of cheese boxes. Jos. Doll, Jr., will operate the factory at Wauzeka during the coming summer, and, with his adequate experience in the box manufacturing business, should make a success of Wauzeka's industrial enterprise.

The Phoenix Mfg. Company, Eau Claire, Wis., has closed a contract with the Westinghouse company, Pittsburgh, for machinery amounting to \$177,000. The Phoenix company is among the foremost manufacturers of sawmill machinery in the country.

The Munising Veneer Company and the Munising Woodenware Company, Munising, Mich., have been consolidated as the Munising Woodenware Company. The new company is capitalized at \$200,000 and will operate all the year round.

The camps of the Ahnapee Veneer & Seating Company and other smaller concerns in the vicinity of Birchwood, Wis., recently suspended operations for this winter. The cut has been large and, despite the high wages and increase in cost of all other essentials, the past season has been of unprecedented prosperity.

A. H. Tonn, Curtiss, Wis., contemplates the erection of a sawmill at that place, modeled after those at Colby and Unity, Wis.

E. F. Wieckert is making plans for the erection of a new brick office building in Neenah, Wis.

The Skidmore Land Company of Marinette, Wis., and Chicago, recently purchased 3,000 acres of timber and agricultural land of Robert Gerstner, the Iron Mountain, Mich., lumberman. The lands are in Wisconsin, about three miles south of Iron Mountain. The company will colonize the tract. Three families from Indiana have already settled there and fourteen more are expected with the arrival of spring weather.

The Kneeland-McLurg Lumber Company, Phillips, Wis., will bring the entire lumber on its tract near Morse, Wis., to be handled at its mill in Phillips, which will mean the employment of about a thousand men for several years more.

The Sheboygan Willow Basket & Furniture Company, Sheboygan, Wis., has been organized for the manufacture of willow furniture and rattan ware and incorporated with a capital stock of \$9,000. The officers are: President, Martin Pfeiffer; secretary-treasurer, Max Erbach; sales manager, Clarence H. Kurtz.

Shimek & Parent, manufacturers of hoops for butter tubs, Appleton, Wis., are building a mill at Middle Inlet, Wis., where they will install the machinery necessary for the manufacture of black ash hoops, that locality being rife with black ash timber.

Fire and consequent streams of water from twenty-nine sprinkler heads recently did damage to the amount of \$12,000 to finished goods in the final production department of the Wisconsin Chair Company, Port Washington, Wis.

Portions of the former plant of the American Wood-Working Machine Company, Green Bay, Wis., now occupied by the Cluley Multiplier Company, have been leased by the Oneida Motor Truck Company, organized a short time ago with \$300,000 capital to manufacture trucks and bodies in Green Bay.

The Ideal Barn Equipment Company, recently organized and incorporated with a capital stock of \$50,000, will build a factory in Horicon, Wis., for the manufacture of barn equipment bearing new patents.

Ernest Bolles Putnam, prominent in Eau Claire, Wis., Chicago, and St. Paul, Minn., lumbering and banking circles, died recently at Sea Breeze, Fla., of cancer of the throat. He is survived by a widow and three children.

The Hardwood Market

≺ CHICAGO >

Car stoppages, shortages, interruptions and other conditions affecting the shipment of lumber, the raw material from which it is made, and the products into which it is made, are still a constant source, and in fact the primary source, of worry to those whose livelihood is linked with the products of the forest. Chicago being so great a railway center and so immense a distributing and consuming point for hardwoods, still feels the situation acutely, but the trade is feeling immeasurable relief at the elimination of the strike hazard. Conditions have been serious and vital enough as they were, but with those prospects they seemed almost hopeless. Still, every bit of attention and concentration must be given to the matter of transportation and this end of the business is receiving primary effort.

The sales end continued with more or less variation in its immediate development and outlook, but with the outstanding condition very favorable. As to present prices, favorable changes, and future development, the simplest and most truthful way of stating the relative positions of the various woods is to include practically all of the list and say that they are moving well as there are few woods which are suffering any appreciable interruption. The long drawn out winter has had its effect on building, but this to a considerable extent has been overcome by the active buying by every branch of the consuming trade, and the whole situation averages up very satisfactorily.

=**≺** BUFFALO **>**=

The demand for hardwoods is on a fairly active scale, though stocks are becoming depleted as the result of the slow movement from the mills. A big lot of stock has been ordered for the local wholesale yards and some of it is already on the way, but its arrival is being held up in a most discouraging way. A lack of cars and an inability of the railroads to get cars moved promptly from the local yards are also sources of much annoyance. There seems to be little improvement over the conditions of several weeks ago. Prices are naturally holding firm, with stocks so difficult to deliver.

Maple is still in persistent demand, and stocks have been dwindling considerably. A large supply is en route to the local yards right along, and shipments are made about as fast as the stock arrives. Oak is about holding its own. Some thicknesses are becoming limited in supply in the East. Other woods much called for are birch, ash and cypress. The building trade has not been active so far this year and does not start off as well this month as a year ago. Speculative building is expected to be light this spring.

Some of the wholesalers think they see a better outlook for the movement of lumber by railroad. It appears that it has been given about the last place on the list of necessaries. Cooperage stock, for instance, was not carried at all for some weeks. A shipper from the Southwest now finds that the Nickel Plate and Pere Marquette are prepared to ship lumber and the southern mills appear to be notified of the situation, for they are again sending out stock lists. The market here is handicapped on account of nothing coming in in some lines. They can sell lumber freely, but they cannot promise it in less than four months, which means that the buyer will take orders from somebody else if he can find anything in this vicinity. He has to pay more on that account, but he is willing to do it.

A leading wholesaler here has lately dropped the New York City territory entirely, because he could get so little lumber delivered there. He says that he has taken up territory in the center of New York and Pennsylvania and finds he can do much more there than he could further East. Practically all the eastern territory is very short of lumber.

---≺ PITTSBURGH >-=

Hardwood men are enthusiastic about demand and prices, but very discouraged about the supply of cars. It is no trouble to sell hardwood of any kind. Automobile buyers are taking large quantities at big prices. The furniture trade is an active buyer. The manufacturers and hardwood users are getting into the market and buying all they can see without regard to price. Railroad demand is exceptionally heavy, especially for long timbers and construction lumber. Yard trade is going along very nicely and bids fair to be larger than for a long time.

≺ BOSTON

Apart from the adverse transportation conditions which apply especially hard to New England territory, the market here shows a strong inclination toward increased values; this advance which has been noted for some time in northern hardwoods applies at present also to oak and other southern and western stock. The action of many producers in co-operation to support the policy of adequate marketing system seems to contribute to a firm situation with respect to prices and purchasing.



Payson Smith Lumber Co

MINNEAPOLIS, MINN

5 cars 1½" No. 3 Common 1 car 2½" No. 1 Common and better immediate shipment the following:

We have ready for

BIRCH

3 cars 1½" FAS 3 cars 2" FAS

3 cars 1" No. 1 Common

3 cars 1" FAS 1 car 114" FAS

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Practically all of this stock is thoroughly lry and really for immediate shipment.

BLACK ASH

1 car 1" No. 2 Common and better S cars 1" No. 3 Common

SOFT MAPLE

2 cars 1" No. 2 Common and better

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6 cars 1" No. 2 Common and better

One special lot of three cars 1" No 2 Common & Better, not very wide or long, but will make price accordingly.

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5/4 6/4 8/4 4/4 4/4 4/4 5/4 4/4 6/4	No. 3 Elm & No. 3 Elm & No. 3 Elm & No. 3 Elm & No. 1 & Btr. No. 2 Birch . No. 3 Birch . No. 3 Birch . No. 3 Basswood No. 3 Birch . No. 3 Maple . No. 3 Maple .	Ash	35,000 74,000 3,000 51,000 250,000 202,000 28,000 25,000 8,000 000,000	
Ideal Hardwood Sawmill			No.	

Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

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Manufacturers of Hardwood Lumber, Oak & Poplar especially Our location makes possible quick delivery of anything in timber and hardwood lumber

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–We Manufacture -

White Oak Red Oak Poplar

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Can ship at once 3 cars 5/8 No. 1 Com. Plain Oak

At Two Band Mills

STRAIGHT or MIXED CARLOADS PROMPT SHIPMENT

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OUR SPECIALTY St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods ——Gum, Oak and Ash——

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OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

---≺ BALTIMORE ≻=

what charges are noted in the hardwood situation. The troubles of the shippers have not diminished and it is far more a case of ability to make delivery than of price that figures in the ordinary transactions. Buyers are willing enough to pay the amounts asked if the latter will promise that stocks will be delivered at a certain time; but this the sellers cannot promise, and it is therefore very difficult to do business. The general movement is held down to relatively small proportions. Freight embargoes not less than car shortages have served to interfere with the activities of the bardwood men to a very great extent. The weather has also proved a factor in the situation, the neavy rains and snows of the recent weeks having interfered with work at the mills and especially with the hauling of lumber to stations. Logging has had its difficulties also.

While there are no large increases in the quotations, the market has kept up at the figures previously quoted, with here and there a revision of figures upward. Naturally, the causes that held down the movement in lumber also operated to narrow the activities of the factories that use hardwoods, many of which have been unable to work at their full capacity.

The main factor that stands out in the hardwood trade is the ability of the domestic market to take care of the stocks that would otherwise have found their way abroad. The foreign business is practically suspended. Some stocks are still going forward, but they amount to only a small proportion of the normal shipments. It is highly gratifying to note that in spite of the stoppage of the foreign movement, there has been no congestion in the market. The high grades, generally an export proposition, are being taken up with sufficient freedom to prevent accumulations, and the lower classifications are in distinctly better request with some stiffening in the quotations. One of the developments that has worked against a freer inquiry for the lower grades, especially such woods as chestnut and oak, is the quiet that has prevailed in the manufacture of trim. This has been due, of course, to the interference with building by the weather. But recently signs of a revival are being noted, and the market as a whole is in good shape.

=≺ COLUMBUS ≻=

Strength is the chief feature of the hardwood trade in Ohio territory. All varieties and grades are in demand and prices are firm. The holding up of shipments by the car shortage and railroad congestion is by far the worst feature. The tone of the trade is generally good and prospects are for a good demand and probably improvement in railroad facilities.

Buying is pretty evenly distributed betwen the retail trade and factories. Furniture, automobile, implement and box concerns are good customers. Retail stocks are rather low, especially in rural sections. Most of the dealers are making strenuous efforts to accumulate stocks before the spring building rush appears. Prospects for building are exceedingly bright in the larger cities as well as in the smaller cities and towns in the state. Contractors and architects have been busy on plans and specifications for new structures.

The threatened railroad strike of a week ago tied up traffic almost completely, as many of the railroads announced complete embargoes. Mill stocks are large and many cars are waiting shipment to the North. The hearing on the railroad congestion, held before the Ohio Utilities Commission, has had beneficial results as the railroads are trying harder to move cargoes. Collections are fairly good in most sections.

Quartered oak is strong and prices are firm. There is a good demand for plain oak at prices which prevailed a fortnight ago. Poplar is moving well, especially the lower grades. Chestnut is strong and the same is true of basswood. Ash is in good demand and other hardwoods are unchanged.

Virtually all hardwoods in the Cleveland market are now at a premium, as a direct result of the extension of embargoes by all railroads, and prices have stiffened accordingly in all descriptions. The lockout of 20,000 workmen by the employing contractors, practically cutting off all outlet for hardwoods, has little effect here, as there has been none too much material to meet the current demand to the present. Only limited offerings are heard, and these are at advanced prices. No. 1 oak flooring has been more in demand than any other description, and this is about the scarcest lumber on the market now. Maple flooring is still held at the new price list established at the beginning of the month, but in most instances these figures are nominal. Where this material is obtainable higher prices are looked for with the turn of the month. Birch, mahogany, walnut and similar varieties will find outlet in housing construction only if the labor war continues, but even this business is not keenly sought.

Unusual obstacles were in the way of making any progress in the hardwood lumber market in this section during the past week. There can be no complaint in regard to the demand, unless the call was too heavy and insistent. Little or no trouble is experienced in making sales. The difficulty begins as soon as a deal is consummated. Practically all the staple woods are in demand, the call for the leaders being more or less urgent. What is true of the local market probably is true throughout the middle western lumber field. Even after what at first appears to be insurmountable obstacles have been hurdled and a few cars obtained, the shipper's worries begin to multiply. Embargoes stop the shipments here and there and even the led of locomotives, owing to the congested freight conditions



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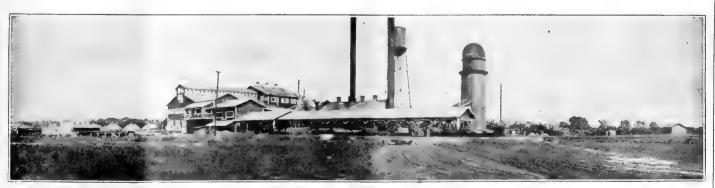
THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

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Codes Used-Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

STOCK LIST FOR APRIL, 1917

	3 8	1 2	5 8	3 4	4, 4	5 4	6, 4	8, 4	10, 4	12, 4
1st and 2nds Qtd. White Oak, 6" & up.,,		07.000	42.000	20.000						
1st and 2nds Qtd. White Oak, 6 to 9"		93,000	42,000	38,000	102,000		*			
Com. & Better Qtd. White Oak, 80 & 20%		F0 000	12 000	20.000		3 500				7,000
1st & 2nds Qtd. White Oak, 10" & up		58,000	12,000	30,000		1,500		5,500		
No. 2 Com. & Better Qtd. White Oak, 60 & 40%			63,000	18,000	82 000	4.000				
No. 1 Common			03,000		93,000	4,000				
Clear Strips Qtd. White Oak 2-3\(\frac{1}{2}\) (sap no def.)				* * * *	92,000	2,000				
No. 1 Com. & Bet. Qtd. White Oak 2½-5½, 40 & 60%				6,000	25,000				* * * *	
1st & 2nds Plain White Oak, 60 & 40%			83,000	0,000		*		2.000		
No. 1 Common Plain White Oak.		21.000	,		100,000			3,000		
No. 2 Common Plain White Oak									* * * * * *	
1st & 2nds Plain Red Oak			63,000		150,000	•				
No. 1 Common Plain Red Oak			,	5,000	174,000					
No. 2 Common Plain Red Oak			8.000	2,000	150,000	17,000				
No. 3 Common Plain Red Oak			. 0,000	,		6,000				
Oak Core Stock					50,000	0,000				
1st & 2nds Plain Red Gum		437,000		81,000	23,000					
No. 1 Common Plain Red Gum		49,000		01,000	200,000					
No. 1 Common Figured Red Gum		45,000			41,000					
Sap Gum Box Boards, 9-12"					14,000					
1st & 2nds Sap Gum, 6" & up.					8,000		33,000	500		
1st & 2nds Sap Gum, 18" & up.					11,000				* * *	
No. 1 Common Sap Gum					11,000	16,000		1,500		
No. 2 Common Sap Gum.							1.000	,		
No. 3 Common Sap Gum					41111	34,000	6,000			
Clear Sap Gum Strips, 2½-5½ (stained)					2,000	3-2,000				
No. 1 Com. & Better Tupelo, 60 & 40 %					35,000					
					,000			• • •		

Our 1st & 2nds in Plain Sawn Stock will average 10" in width, No. 1 Common about 814 to 9", both grades running 50% or better, 14 and 16 ft. long. We have facilities for kiln drying and surfacing.



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in such complete form as to show the size, location, species, quality of the trees; the height, slope and contour of the ground; with a running commentary from the pen of experienced men on all interesting conditions—in short, a virtual miniature of the tract. This is a FULL LACEY REPORT.

By means of it you can make a purchase, a sale, a loan or intelligently consider a logging operation without setting your foot outside the door.

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OHICAGO SEATTLE NEW ORLEANS 1750 McCormick Bldg. 626 Henry Bldg. 1213 Whitney-Central Bldg.

Over

One Million Dollars

in savings has been returned its members by the

Manufacturing Lumbermen's Underwriters

and there remains to the credit of members over

Nine Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

Rankin-Benedict Underwriting Co.

HARRY B. CLARK Western Representative Portland, Ore.

Attorney in Fact
KANSAS CITY, MO.

are blamed for the frequent sidetracking and seemingly undue delaying of shipments. The local concern that manages to get through fifty per cent of its orders is considerably favored by fortune, while the majority deem themselves lucky to get fifteen to twenty per cent of their business done.

Aside from these depressing features, the market is in a very healthy Aside from these depressing features, the market is in a very healthy condition. Building operations are opening earlier and in greater volume than expected. It really looks as though this city will pass through one of the most prosperous spring building seasons experienced in several years, of the most prosperous spring building seasons experienced in several years.

Despite the car situation, the southern hardwoods are holding up with a remarkable firmness. Oak is especially strong and seems to have regained its former exalted position as leader of the hardwood in this market. Owing to the trouble of delivery, prices have been conserved. Consumers are loud in their requests for red gum, while the manufacturers would be pleased to get hold of even a fair supply. Cottonwood and ash are lively sellers when stocks are available. In the northern list the situation is even more tense. Dry stocks are exceedingly scarce and seem sold up to the stump. Big orders are said to be placed at the mills for the current product, the stock. Maple is enjoying the best call of northern woods, and prices are firm. Maple stocks are in better shape than other northern woods, although by no means heavy. Birch still is quite a favorite with interior decorators, especially flooring concerns. Mantle manufacturers are said to be turning out more of their product in birch, particularly curly, than for some time.

===< INDIANAPOLIS >=

With cars moving a little more freely last week, trade conditions in the bardwood market were slightly improved. The present demand is excellent and all branches of the industry state they have no cause for complaint if only transportation conditions were more settled. The threatened railway strike did not throw much of a scare into local hardwood circles, and it is not believed that even should a strike occur it will be of serious proportions if proper support is given the railroads by the government in their attempts to remedy conditions.

The demand is strong for both native and southern hardwoods, the demand for the latter being somewhat heavier than it has for some time. Some wholesalers report more orders for gum than can be filled, and deliveries are slow in arriving. Plain and quartered oak is in good demand, prices being a little firmer on quartered oak.

Never before in the city's history has so much high-grade hardwood gone into new buildings. The demand seems to be strong for quality and manufacturers of doors and sash are devoting more attention to better grade stocks. Hickory and ash are in excellent demand among spoke, wheel and farm implement manufacturers, many of whom report that the extent of their output is limited merely by ability to procure cars.

EVANSVILLE

Up until a few days ago trade with the hardwood lumber manufacturers in Evansville and vicinity was rather brisk; in fact January and February showed a nice increase over the corresponding months of last year. About March 10 the threatening railroad strike caused an uncertainty in business. The car shortage, too, has been a serious handicap, many manufacturers reporting it impossible to get all the cars needed to fill their orders promptly. Many of the up-town mills here have been running steadily for some time but in some instances ruch lumber could not be moved because of the scarcity of cars. John C. Keller, traffic manager of the Evansville Lumbermen's Club, has been making an investigation of the car shortage and he has made several appeals to the Interstate Commerce Commission and the American Railway Association. He is of the opinion that many of the railroad companies in the East are not observing the home routing rules, but are using cars and paying the penalty, finding it is to their financial gain to do this, while it works a hardship on the manufacturers and shippers in this section.

The demand for the best grades of hardwood lumber remain good and prices are firm. Gum is moving briskly, as furniture manufacturers are still in the market for a good deal of this wood. Ash, hickory, maple, elm and the best grades of poplar are also in good demand. The crop outlook is not so encouraging as it was a month ago. Reports from many points in this section say that the cold weather of January and February has greatly damaged the growing wheat crop. Collections are fairly good. Building operations are picking up some and the general trade outlook is good as soon as the railroad strike and car shortage questions have been disposed of. Planing mills report an active trade.

=< *MEMPHIS* **>**=

Manufacturing operations are being conducted on as large a scale as the supply of timber and the number of cars obtainable will permit. Nobody wants to shut down because of the belief that there is going to be a very large domestic demand for southern hardwoods in the next few months. Belief in early ending of the war in Europe, too, appears to be gaining ground among lumber interests and this is an added reason for continuing manufacture of lumber on as large a scale as possible. But, with such excellent incentives to the manufacture of lumber, it is conceded that output for the southern hardwood producing territory is considerably below normal for this time of year and that the outlook for full stocks is far from satisfactory.

Demand continues excellent for practically all classes of hardwood lumber. Gum is perhaps the most at a item, all grades considered. The higher grades are passing readily into consumption and there is no denying that the market shows an exceptionally strong tone so far as the lower grades are concerned. The box manufacturers are enjoying an unprecedented demand for their output and, owing to the scarcity of cottonwood in the lower grades, they are using an unusually high percentage of gum. Cottonwood, too, is eagerly wanted and, so far as can be ascertained, there are comparatively few lots available in the open market. This is the view expressed by box manufacturers and they are in position to know because they are after stock all the while. There is rather more demand reported for oak and altogether the hardwood market presents a pretty strong front at the moment. There is a notably good call for ash in thick stock while elm and hickory are passing into consumption at a quite satisfactory rate and on a good price basis. Traffic problems and the scarcity of logs, as well as the scarcity of cars, are fruitful sources of complaint among hardwood lumber interests of the South but there is no disposition anywhere to kick regarding the extent of demand or the status of prices.

=**≺** LOUISVILLE >=

Louisville hardwood operators report a steady demand for all items in the hardwood list, and in fact are being forced to turn down some orders for lines which are short. It is claimed that there are a tremendous number of orders on the books for lumber to be shipped into the East, but that these orders are being held pending an opening in the embargo regulations placed by the eastern carriers. The recent strike agitation made it impossible to get shipments out of the city for a period of three days, but on Monday, March 19, the carriers again began receiving. Veneer mills are especially busy, reporting a fine demand for walnut, oak and mahogany veneers. Manufacturers of cheap veneers are also busy at this time, and are preparing for a big berry crate demand in the spring. In hardwoods there has been no let up in the demand for the better grades of gum, poplar, oak, ash and cottonwood. Poplar siding and boxboards are moving extremely well, and cottonwood can hardly be supplied. Cherry and chestnut are selling off the saw. Ash and hickory are in big call from wagon and automobile manufacturers, elm also moving freely to auto factories. Clear poplar and quartered oak are moving to furniture factories, while plain oak is being bought readily by the flooring plants, all of which are busy at this writing. Local lumbermen state that the volume of business handled is being held down considerably by the car shortage and embargo situation, and that new records would be made on shipments this spring if traffic conditions were anything like normal.

—≺ ST. LOUIS >=

Hardwood conditions are satisfactory and the general outlook is most encouraging. With the coming of pleasant weather, there will no doubt be quite a revival in trade. The only drawback is the car shortage. There is a good demand for all items on hardwood list and prices are satisfactory to the distributors. Most of the leading items are becoming stronger and in some instances, are advancing. This is particularly true as to the higher grades which are in urgent demand. The leading St. Louis distributors are pretty well supplied with stocks but some of them are badly broken and this condition will continue until the car situation becomes better and shipments from the mills can come in. Choice grades of plain white oak are best in demand. There is also a satisfactory call for quartered stock. The request for ash is improving. Gum and poplar are being called for quite freely. High-grade poplar for box purposes is selling well. Cypress conditions are satisfactory. The distributors here are having a good trade and would be pretty well pleased were it not for the scarcity of cars. This affects shipments more than it does receipts. Most of the demand is for factory stock consumption and yard stock.

=≺ MILWAUKEE ≻=

The settlement of the railroad strike has removed a prospective handicap of the most serious nature to northern hardwood producers, but another handicap, that of acute car shortage and traffic congestion, continues to have its effect upon both supply and demand. No improvement has been noted in recent days; in fact conditions are believed to be even more stringent than before. Mill operators complain less about the shortage of rolling stock to get log supplies than they do about the lack of cars for getting lumber out of the millyards to industries, yards and other purchasers who need stocks badly. Manufacturers of hardwood products seem to be able to move finished goods more readily than they receive raw material, and this has resulted in a curtailment of operations at some points. At others, such steps have been made necessary by the overcrowded condition of warehouses, due to the slow outgoing movement.

The work in the woods is slowly drawing to a close as spring approaches and the snow is disappearing. Many camps already have been closed for the season, but others are taking advantage of every opportunity to provide log stocks which will enable mills to maintain record productions as soon as the logs can be moved to the mills. Reports as to the size of the cut are conflicting, some sections reporting a large increase over previous seasons, and others a sharp reduction from earlier estimates, due to unfavorable conditions. However, the estimates generally were for an increased cut and a fair balance is maintained in spite of the failure to meet expectations.

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

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Prompt Shipment, and Guaranteed Inspection

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Experienced hardwood and veneer salesman with good trade in central West desires to change position. Address "BOX 31," HARDWOOD REC-ORD.

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Can use services of first-class hardwood inspector at our West Virginia band mill. Good location, steady employment. Address "BOX 37," care HARDWOOD RECORD.

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Competent male bookkeeper by Chicago lumber concern. State age and salary expected. Give references, etc. Address "BOX 38," care HARD-WOOD RECORD

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WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

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2,000 second-growth White Oak, all clear butt logs,

250,000 feet Black Walnut,

70,000 feet clear Red Oak,

60,000 feet White Ash suitable for handles or lumber.

Several carloads second-growth Ash bolts. Address "WALNUT LOGS," Villa Grove, Ill.

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White Ash timber second-growth for baseball bats. Split to round up 3 inches in diameter and 39 inches long, or will take them sawed 2% inches by 2% inches by 39 inches long.

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Virgin timber, 8,000 feet per A. Half mile to R. R. spur in Madison Parish, La. \$20,00 per acre. P. A. MYERS, 82 West Washington St., Chicago,

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TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

3,500 ACRES IN PENNSYLVANIA

In Bedford and Huntingdon Counties, estimated to contain 20 million feet Oak, Chestnut, Pine, Locust, Poplar, Maple, 2 mile haul downhill to railroad, 15 miles from market for all small timber as mine props and ties. D. E. LAUDER-BURN, 158 Fifth Ave., New York.

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3.330 Acres containing 71/2 million ft. Hardwoods, over 2 million ft. Spruce, 250M ft. Hemlock, also sawmill; as much more additional timber available. D. E. LAUDERBURN, 158 Fifth Ave., New York.

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HARDWOOD TIMBER ESTIMATOR NORTHERN, SOUTHERN AND TROP-ICAL TIMBER

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WANTED HARD MAPLE 500,000' 4/4 SELECTED CLEAR

Shipment of a number of cars soon as ready. Balance between Sept. 1, 1917, and June 1, 1918. K. & C. MFG. COMPANY, Henniker, N. H.

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In March, April or May, 150,000 feet Soft Elm 2-31/2" thick, also 3 to 5 cars 2" and 3" Rock Elm. Address "BOX 21." care Hardwood RECORD.

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(Continued on page 51)

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Loans to lumbermen or timber owners negotiated with the precision of practice which results from 37 years experience.

Long or short terms. Amounts from \$50,000 up, as conditions warrant.

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Lake, Wis.

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NO. 2 C., 4/4", reg. wdth., 50% 14 & 16', 1 r. dry. LITTLE RIVER LBR. CO., Town-

NO. 2 C., 4/4", reg. wdth., 50% 14 & 16', 1 yr. dry. LITTLE RIVER LBR. CO., Townsend, Tenn.
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FAS 4/4 to 8/4", 6" & up, standard lgth., 2 yrs. dry; NO. 1 C. 4/4 to 8/4", 4" & up, standard lgth., 2 yrs. dry; NO. 1 C. 4/4 to 8/4", 4" & up, standard lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

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NICKEY BROS., INC., Memphis, Tenn.

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NO. 3 C. 6/4", reg. wdth. and lgth., 6 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.
NO. 1 C. 6/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
NO. 1 & 2 C. 4/4"; NO. 2 & BTR. 5/4 & 6/4"; NO. 2 C. 8/4". MASON-DONALDSON LUMBER COMPANY, Rhinelander, Wis.
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10 mos. dry. Lake, Wis.

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G RUN, 8/4", reg. wdth. and lgth., 4 mos. SOUTH TEXAS LUMBER CO., Houston, LOG RUN

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NO. 1 C. & NO. 2 C., both 6/4", reg. wdth.

NO. 1 C. & NO. 2 C., Both W.4, 1 eg. Wath.
and lgth., 3 mos. dry. PHILIP A. RYAN
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dry; NO. 2 C., 8/4", reg. wdth. and lgth., 6
mos. dry. SOUTH TEXAS LBR. CO., Houston, Tex.

GUM---PLAIN RED

FAS, 3§", 12, 5, A 2,"; NO. 1 C. 12". ANDERSON-TULLY CO., Memphis, Tenn.
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LOCUST

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FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON - MARSH MAHOGANY CO.,

MAPLE—HARD

NO. 1 C. 4/4 & 5/4", good wdths., 50% 14 & 16', 2 yrs. dry; FAS 12',4", good wdths., 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

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NO. 1 C., 4/4 to 16/4", 4" & wider, 15 mos. dry. BLAKESLEE, PERRIN & DARLING. Buffalo, N. Y.

NO. 3 C. 4/4 & 6/4", reg. wdth. and lgth., 9 mos. dry; NO. 3 C. 5/4" resawn to %" scant, reg. wdth. and lgth., 1 yr. dry; NO. 1 C. 4/4", 7 to 8", reg. lgth., 9 mos. dry; NO. 2 C. & BTR. 8/4", 75% FAS, reg. wdth. and lgth., 2 mos. dry. EAST JORDAN LUMBER CO., East Jordan. Mich.

FAS 10/4", 8 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 3 C. 4/4, 5/4 & 6/4". MASON-DONALD-SON LUMBER COMPANY, Rhinelander, Wis.

OAK-PLAIN RED

OAK—PLAIN RED

COM. & BTR. 5½"; FAS ¾"; NO. 1 C. & NO. 2 C., both 4/4"; COFFIN BOARDS ½.
¾ & 4/4"; 13" & wider. ANDERSON-TULLY CO., Memphis, Tenn.

FAS 6/4", good wdths., 50% 14 & 16', 2 yrs.
dry; ALL grades ¾", good wdths., 50% 14 & 16', 2 yrs.
dry; ALL grades ¾", good wdths., 50% 14 & 16', 2 yrs.
dry; ALL grades ¾", good wdths., 50% 14 & 16', 2 yrs.
dry; ALL grades ¾", good wdths., 50% 14 & 16', 2 yrs.
dry; ALL grades ¾", good wdths., 50% 14 & 16', 2 yrs.
dry; ALL grades ¾", good wdths., 50% 14 & 16', 2 yrs.
BRIDGE PLANK, 8/4, 6" & wider, 12' long.
BRIDGE PLANK, 8/4, 6" & wider, 12' long.
BLISS-COOK OAK CO., Blissville, Ark.
NO. 2 C. & BTR. 4/4 & 8/4", reg. wdth. and
lgth., 6 mos dry, end piled. EAST JORDAN
LUMBER CO., East Jordan, Mich.
FAS 5/4 & 6/4", 11" & up. HOFFMAN
BROS. CO., Fort Wayne, Ind.
FAS 4/4", 25% 12" & up. 50% 14 & 16', 4
to 9 mos. dry; NO. 1 C. 4/4", 25% 10" & up.
60% 14 & 16', 4 to 8 mos. dry. LIBERTY
HARDWOOD LBR. CO., Big Creek, Tex.
NO. 1 C. & BTR. ¾", fine wdths., 60 to 75%
14 & 16', 1 yr. dry; NO. 2 C. & BTR. 4/4", fine
wdths., good lgths., 6 mos. dry. NO. 1 C. 5/4",
fine wdths., good lgths., 6 mos. dry. LITTLE
ROCK LUMBER & MFG. CO., Little Rock,
No. 1 C., 4/4", reg. wdth. and lgth., 8 mos.

NO. 1 C., 4/4", reg. wdth. and lgth., 8 mos. dry; NO. 2 C., 4/4", reg. wdth. and lgth., 10 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

NO. 1 C. & BTR. 4/4" to 4x4", reg. wdth., standard lgth., 2 yrs. dry. YEAGER LUM-EER CO., Buffalo, N. Y.

OAK-OUARTERED RED

FAS 4 & 4/4"; NO. 1 C. & NO. 2 C., both ANDERSON-TULLY CO., Memphis,

COM. & BTR. 4/4". HOFFMAN BROS. CO.,

COM. & BTR. 4,4 . HOFFMAN BROS. CO., Fort Wayne, Ind. COM. & BTR. 5% & 3/", reg. wdth. and lgth., dry; CLEAR STRIPS 4/4", 2½-3½", reg. lgth., dry; NO. 1 C. STRIPS, 4/4", 1½-2", reg. lgth., dry. NICKEY BROS., INC., Memphis, Tenn.

OAK—PLAIN WHITE

FAS 35, 12, 56, 3, & 5/4"; NO. 1 C. 36, 12, 56, 4/4 & 5/4"; NO. 2 C. 36, 58 & 4/4". ANDERSON-TULLY CO., Memphis. Tenn. NO. 1 C. 5/4", good withs., 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 8/4 & 12/4", 4" & wider, 2 yrs.

"Y. BLAKESLEE, PERRIN & DARLING,

dry. BLAKESLEE, 123.
Buffalo, N. Y.
FAS 4/4". BLISS-COOK OAK CO., Bliss-

Gry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. & NO. 2 C., both 4/4", reg. wdth. and 1gth., dry. H. G. BOHLSSEN MFG. CO., New Caney, Tex.

NO. 1 C. 8/4", 18 mos. dry. G. ELIAS & BRO., 1NC., Buffalo, N. Y.

NO. 1 C. 4/4", 25% 10" & up, 60% 14 & 16', 4 to 8 mos. dry. LIBERTY HARDWOOD LBR.

CO., Big Creek, Tex.

NO. 1 C. & BTR. 5'4", fine wdth., good 1gths., 6 mos. dry; NO. 2 C. & BTR. 4/4", fine wdths., good 1gths., 6 mos. dry. LITTLE ROCK LBR. & MFG. CO., Little Rock, Ark.

FAS 4/4", reg. wdth. and 1gths., 5 mos. dry; FAS 5/4 & 6/4", reg. wdth. and 1gth., 3 mos. dry; NO. 1 C. 4/4, 5/4 & 6/4", reg. wdth. and 1gth., 3 mos. dry. PHILIP A. RYAN LUMBER CO., Lufkin, Tex.

FAS 4/4", reg. wdth. and 1gth., 6 mos. dry; NO. 2 C., 4/4", reg. wdth. and 1gth., 8 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

SOUTH TEXAS LUMBER CO., Houston, Tex.

NO. 1 C. & BTR. 4/4 to 6x6" reg. wdth., NO. 1 C. & BTR. 4/4 to 6x6" reg. wdth.,

dry. SOUTH TEXAS LUMBER CO., Houston, Tex.
NO. 1 C. & BTR. 4/4 to 6x6" reg. wdth., standard lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 1 C. & NO. 2 C., both 4/4". ANDER-ON-TULLY CO., Memphis, Tenn. FAS 4/4". BLISS-COOK OAK CO., Bliss-

SON-TULLY CO., Memphis, Tenn.

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. & BTR. %", good wdths. and lgth.,

1 yr. dry; NO. 1 C. 8/4", good wdths. and lgth., 6 mos. dry; NO. 2 C. & BTR. 4/4", good wdths. and lgth., 6 mos. dry; NO. 2 C. & BTR. 4/4", good wdths. and lgth., 1 yr. dry. LITTLE ROCK

LUMBER & MFG. CO., Little Rock, Ark.

COM. & BTR. ½, 38. 58. ½ & 3", reg. wdth. and lgth., dry; SELECT NO. 1 C. 4/4", 6" & up, reg. lgth, dry; NO. 1 C. 8/4", reg. wdth. and lgth., dry; CLEAR STRIPS 4/4", 2½-3½", 4-4½" and 5-5½", all reg. lgth., dry; NO. 1 C. STRIPS 4/4", 1½-2 and 4-5½", reg. lgth., dry. NICKEY BROS., INC., Memphis, Tenn.

FAS 5/4", reg. wdth. and lgth., 4 mos. dry; FAS 8/4", reg. wdth. and lgth., 6 mos dry.

PHILIP A. RYAN LUMBER CO., Lufkin, Tex.

NO. 1 C. & NO. 2C., both 4/4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.

NO. 2 C., 4/4", reg. wdth. and lgth., 1 yr. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

dry. SOI ton, Tex.

POPLAR

NO. 1 & PANEL, 4/4", 24" & up, band sawed; FAS 4/4", 7 to 17". BABCOCK LUMBER CO., Pittsburgh, Pa.
FAS %"; COM. & BTR. 4/4". HOFFMAN BROS. CO., Fort Wayne, Ind.
FAS 4/4 & 6/4", reg. wdth., 50% 14 & 16' klln dried; NO. 1 & PANEL, 4/4", 18 to 23", 50% 14 & 16', 6 mos. dry. LITTLE RIVER LUMBER CO., Townsend, Tenn.
COM. & BTR., 5/8 & 4/4", ran. wdth. and igth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.
FAS 4/4", 6 to 13", reg. lgth., dry. BOX BOARDS 4/4", 9 to 13" and 13 to 17", both reg. lgth., dry. NICKEY BROS., INC., Memphis, Tenn.
FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 50% 24 & 26', 8 mos. dry; SAP & SEL., 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & COOD RECORD

HARDWOODS FOR SALE

NO. 1 C., 4/4 & 5 4", 50% 14 & 10', 8 mos. dry; NO. 2 C., 4/4", 50% 14 & 16', 8 mos. dry. NOR-MAN LUMBER CO., Louisville. Ky. ALL grades % to 16/4", reg. wdth., standard 1gth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

SYCAMORE—QUARTERED
NO. 1 C. & NO. 2 C., both 4 1". ANDERSON-TULLY CO., Memphis, Tenn.

WALNUT

FAS %"; COM. & BTR. 4/1. 5 1 & 6'4". HOFFMAN BROS. CO., Fort Wayne, Ind. FAS & NO. 1 C., 5/8 to 8/4", very dry. HUDDLESTON - MARSH MAHOGANY CO., Chicago, III.

FAS & NO. 1 C., 5/8 to 8/4, Very dry. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.

COM. & BTR., 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 C. 4/4", reg. wdth. and lgth., dry.
NICKEY BROS., INC., Memphis. Tenn.

FAS 4/4", 6 to 16" wide, 6 & 7' lgths., \$97;
FAS 4/4", 6 & 7" wide, 8 to 16' lgths., \$10;
FAS, QTD., 4/4", 8 to 16' lgths., \$120; NO. 1 C., 4/4", 6" & wider, \$52; NO. 1 C., 5/4", 6" & wider, \$55; NO. 1 C., 5/4", 6" & wider, \$55; NO. 1 C., 5/4", 6" & wider, \$55; NO. 1 C., 5/4", clear of knots, 4 & 5" widths, 6" & longer, \$72; 4/4", clear sap steamed, of common dimensions, \$55. PICKREL WALNUT CO., St. Louis, Mo.

NO. 1 C. 4/4", reg. wdth., standard lgth. 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

NO. 1 c.

MISCELLANEOUS

OAK BRIDGE PLANK 8/4"; OAK TIMBERS, square edge and sawed, band sawed ends carefully trimmed and painted to prevent season checking. SOUTHERN PINE LBR. season checking. S CO., Texarkana, Tex.

FLOORING

BIRCH, CLEAR & NO. 1, 13/16x2½"; MA-PLE, FCTY., 15/16x2½", and 13/16x4", both 1 to 16' long, fine quality; PRIME, 13/16x4 and 11/16x4", both 1½ to 16' long, runs good to long lengths; CLEAR, 11/16x2½", 2 to 16' long. ALL grades 11/16x3¼" and 13/16 and 2½". KERRY & HANSON FLG. CO., Grayling, Mich.

VENEER—FACE BIRCH

SEL, RED, rty. cut, nicely fig., 1/8" thick, 10 to 42" wide, 81 to 85" long, over 80% single plece sheets. 42" wide. MEDFORD VENEER COMPANY, Medford, Wis.

BUSINESS OPPORTUNITIES

OREGON & CALIFORNIA

Railroad Co. grant lands. Title to same re-

vested in United States by act of Congress dated

June 9, 1916. 2,300,000 acres to be opened for

homesteads and sale. Agricultural and timber

lands. Conservative estimate forty billion feet

of commercial lumber. Containing some of the

best land left in United States. Large map

showing land by sections and description of soil,

climate, rainfall, elevation, etc. Postpaid One

Dollar, GRANT LANDS LOCATING CO., Box

610, Portland, Oregon.

GUM-RED

QTD., FIG'D., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, III.

ANY thickness. LOUISVILLE VENEER ANY thickness. LO MILLS, Louisville, Ky.

OAK-PLAIN

RED and WHITE, sawed, all thicknesses. HOFFMAN BROTHERS CO., Fort Wayne, Ind.

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK-QUARTERED

RED & WHITE, all thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind. ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

ASH

ANY thickness, up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

BASSWOOD

ANY thickness, up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

BIRCH

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

ELM

ANY thickness, up to 98" in 1gth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

GUM

ANY thickness, LO MILLS, Louisville, Ky. LOUISVILLE VENEER

MAPLE

ANY thickness, up to 98" in lgth., all cut to size or in sheets. MEDFORD VENEER COMPANY, Medford, Wis.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 18 and 2S. HUDDLESTON-MARSH MAHOG-ANY CO., Chicago, Ill.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky. STOCK SIZES, 1/4, 5/16 & 3/8", good 18 and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ili.

WALNUT

ANY thickness. LOUISVILLE VENEER MILLS. Louisville, Kv.

CLASSIFIED ADVERTISEMENTS—CONTINUED

(Continued from Page 49)

FOR SALE

A going, growing Business.

Veneer Factory, which during the past 15 years has established for itself an exceptionally high standing with the buying public, specializing on bird's-eye maple. Fireproof buildings, fully equipped, in excellent condition. Located in good town in Michigan, near log supply. Force of experienced, satisfied workmen and more to be had as desired. Present owner has made marked success and is well rated in Dun's. Bradstreet's. Has reached that age when he wishes to retire. Will gladly co-operate with new management in getting started. With such a foundation to build on, a younger, active manager can develop and grow. Buildings, land, good will and stocks on hand valued at approximately \$50,000. Terms. Address "BOX 33" care Hardwood Record

HARDWOOD PLANT FOR SALE

As a profitable going concern in Portland, Ore., comprising fully equipped sawmill, flooring and veneer plant, retail yards, with suitable stock of lumber, rail and water shipping facilities. Necessary capital, \$100,000 to \$150,000. For further particulars, reason for selling, etc., write J. S. EMERSON, Pacific Bldg., Vancouver, B. C.

CONTRACT FOR SAWING-WANTED

Man with band mill and equipment to contract to saw and put on sticks five to ten million feet of Vermont hardwoods per annum; ten to twenty years' cut. Address "BOX 39," care HARDWOOD RECORD.

LOGGING CONTRACTOR WANTED

Man with full logging equipment to contract to log mill cutting 8,000,000 feet per annum of Vermont hardwoods; at least 15 years' cut. Address "BOX 34," care HARDWOOD RECORD.

MISCELLANEOUS

I BUY ALL KINDS OF

Cedir, Bexwood and kiln dry Hardwood Sawdust. Quote prices and send samples. S. BRENNER, 130 Metropolitan Ave., Brooklyn, N. Y.

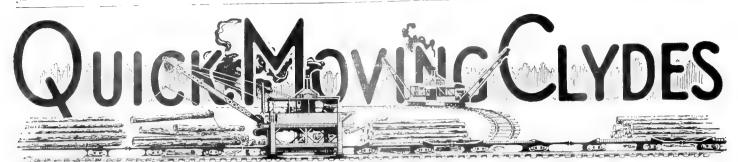
WANTED QTD. W. OAK FLITCHES

to saw. I have veneer mill doing custom veneer sawing. Manufacturers of qtd. W. Oak flitches take notice. Let me saw your flitches into veneer and you receive handsome veneer profit. My price is reasonable. Can sell output of my plant on contract. Address "BOX 30," care Hardwood RECORD.

WE OFFER CAPITAL

To financially responsible Timber Manufacturers or Owners, at 6%, and guarantee to sell products to best advantage, on liberal profit-sharing basis. We are Forest Products Mfrs., with high reputation, large resources, strong selling organization, annual sales \$2,000,000. Address "BOX 28," care HARDWOOD RECORD.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



Changing the Cut from Cypress to Pine



The March number of LOGGING tells all about one of the biggest cypress operations in Louisiana; how it cut out nearly all its cypress and is now cutting principally pine.



SEND FOR A SAMPLE COPY of this number of LOGGING and read this interesting article.

CLYDE IRON WORKS

Manufacturers of Quick-Moving Clyde Logging Machinery
DULUTH, MINNESOTA, U. S. A.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer. Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

"IDEAL" Steel Burnished

Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock, and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber-All Kinds

Send Us Your Inquiries

I. STEPHENSON CO., Trustees Wells, Michigan

We have the following dry stock to offer: 200,000′ 4/4″ No. 3 Common Maple. 100,000 5/4″ No. 3 Common Maple.

Let us have your inquiries.

FOSTER BROS., Tomahawk, Wis.

WISCONSIN AND MICHIGAN HARDWOODS

WISCONSIN BIRCH

2 CARS	4/4 FAS	RED	BIRCH
3 CARS	4/4 No.	1 CommonRED	BIRCH
2 CARS	6/4 FAS	RED	BIRCH
1 CAR	6/4 No.	1 CommonRED	BIRCH
2 CARS	4/4 FAS	UNSELECTED	BIRCH
5 CARS	4/4 No.	1 ComUNSELECTED	BIRCH
5 CARS	4/4 No.	2 ComUNSELECTED	BIRCH
3 CARS	6/4 FAS	UNSELECTED	BIRCH

Can furnish limited amounts 5/4 and 8/4 in above cars.

Let us quote you our prices

RICE LAKE LUMBER CO.

Yard and Mills, RICE LAKE, WISCONSIN

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

HAVE FOLLOWING STOCK AT IRON MOUNTAIN, CAR SHIPMENTS:

100) N	f ft
		ft
		ft4/4 No. 1 Common Birch
		ft
		ft12/4 No. 1 Common & Better Birch
		ft
		ft
100	M	ft 6 ft. Coal Door Lumber

We Can Ship at Once

20M 5/4 No. 3 Common Maple Resawn in Center, Rough. 7M 4/4 Log Run Cherry.

500M 4/4 No. 3 Common Maple. (

300M 6/4 No. 2 Common & Better Beech (Green).

ASK FOR PRICES ROUGH OR WORKED

EAST JORDAN LUMBER CO.

Wanufacturere "IMPERIAL" Maple Flooring EAST JORDAN, MICH.

Manufacturers "IMPERIAL" Maple Flooring

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

in all standard widths, grades and thicknesses, is just what you are looking for on that particular order. Write us, and we will convince you.

Kerry & Hanson Flooring Co. Grayling, Michigan

We are members of the Maple Flooring Manufacturers Ass'n.



BUFFALO

The Foremost Hardwood Market of the East

Atlantic Lumber Company HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years Rail or Car

Rail or Cargo Shipments

Miller, Sturm & Miller

Hardwoods
of All Kinds

1142 Seneca St.

G. ELIAS & BRO.

HARDWOODS

White Pine, Yellow Pine, Spruce, Hemleck, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK
940 Elk Street

Yeager Lumber Company

INCORPORATED

EVERYTHING IN HARDWOODS
932 Elk Street

Buffalo Hardwood Lumber Co.

OUR SPECIALTY
Plain and Quartered Red
and White Oak and Ash

940 SENECA STREET

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.

1100 Seneca Street

Standard Hardwood Lumber Co. OAK, ASH AND CHESTNUT

1075 Clinton Street

T. SULLIVAN & CO. Hardwoods

Ash and Elm NIAGARA—CORNER ARTHUR

MAGARA—CORNER ARTHU

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.





What Is Your Best Price?

ASH
ELM
GUM
OAK
Cottonwood

An inquiry asking for that—a "best price"—makes us think one of two things: either the man who inquires regards lumber as an expense; or he thinks of us as a sort of a magician with an elastic conscience—one that can make good quality from ordinary stock. Now in the first place lumber is not an expense but an investment; it is the necessary raw material that goes into furniture, into trim, into automobiles, into everything where lumber is used.

And in the second place, the only magic at our command is to give you exactly what you buy—a GOLDEN RULE GRADE, lumber that will make better furniture, better trim, better automobiles.

This is just what we will do—furnish you with lumber that will not be just an investment, but an asset; one that will not only make the goods you manufacture better goods, but will be a profitable investment for both buyer and seller. Our stock sheet is ready for mailing now.

Anderson - Tully Company

FIVE MILLS

Grand Rapids, Mich., Office FRANK B. LANE Housman Bldg.

Chicago Office GEORGE B. OSGOOD Peoples Gas Bldg.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Preparedness

We have mobilized for an emergency

It is well that consumers of lumber familiarize themselves with conditions for an emergency.

If So

When the crisis comes and you need dry, well manufactured lumber and need it badly, you are prepared, having familiarized yourselves with the quality and character of lumber produced by

STIMSON MILLS

BROOM HANDLE MACHINERY

Another one of our Broom Handle Specialties—Standard four-saw Splitter, for ripping bolts of any width into broom handle squares. Will rip forty thousand squares per day, and is substantially built throughout.

We manufacture a complete line of Broom Handle Machinery, and are in position to furnish your require-

ments, even to the design of your plant.

Write us for information about our Lathes, Tumblers, Bolters, Chucking and Boring Machines and in fact anything you require in this line.



Broom Bolter

Cadillac Machine Co.
Cadillac, Michigan

WANTED TO BUY

3 cars 2x 4-8 to 16 Wagon Oak

2x 6-8 to 16 Wagon Oak

2x 8-8 to 16 Wagon Oak

2x10-8 to 16 Wagon Oak

3 cars 2x 2-30" Clr. Oak Squares

2 cars 2x 4x4x4-12 No. 1 Oak Poles

1 car 2x 4-10 & 12' No. 1 Oak Reaches

5 cars 4x 5-6' No. 1 & No. 2 Hickory Axles

2 cars 2x 2-19" Clr. Oak

2 cars 1x 4" & up 18" Clr. Oak

Always in the market for all kinds of Dimension stock

The Probst Lumber Co. CINCINNATI, OHIO



Goodyear Products

BIRCH
Average widths and lengths

Average widths and lengths
4/4 No. 3. . . . 8 mos. dry
5/4 No. 3. . . 4 mos. dry
3/4 No. 3. . . 8 mos. dry
5/8 No. 3. . . 8 mos. dry

BASSWOOD
Average widths and lengths
3/4 No. 2 & btr..........8 mos. dry

Average widths and lengths
4/4 No. 2. 4 mos. dry
3/4 No. 2. 8 mos. dry

T will be a special pleasure to show you our Birch and Maple. It is all in the upper grades and particularly high-class stock.

Our attention has been focused on the proper manufacture of this lumber, its careful grading and on being able to assure full thicknesses.

C.A. Goodyear Lumber Co.

McCormick Building

Chicago, Illinois

Mill located at Tomah, Wis.

FORWOOD ROPE

Semi-Monthly Twenty-Second Year CHICAGO, APRIL 10, 1917

Subscription \$2. Single Copies, 15 Cents.



-Manufacturers of-HARDWOODS

ESTABLISHED 1798

nent uny Large and well selected stock for prompt shipment

J. Gibson McIlvain & Company Philadelphia, Pennsylvania

The Golden Rule Quality

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Rotary Gum Core Stock **Built-up Panels Drawer Bottoms** Crossbanding

Chicago Office GEORGE B. OSGOOD, Peoples Gas Bldg. Grand Rapids, Mich., Office FRANK B. LANE, Houseman Bldg.



R. HANSON & SONS

GRAYLING

MICHIGAN

Michigan Hardwoods

Make Steady Customers

White Pine, Norway, Hemlock

Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; - these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

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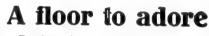
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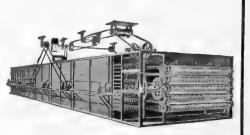
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April Will See the Launching of a Wonderfully Promising Campaign to Re-Awaken Public Interest in Oak

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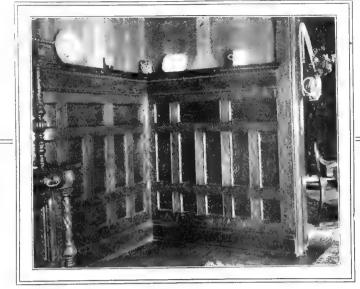
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Paepecke Leicht Lbr. Co., Blythweille and Helena. (See page 35. Lumber Company, Crittenden.

Crittenden. Lumber Company, Crittenden.

C-J. IV. Stimson Hardwood Company, Helena.

b-Little Rock, Lumber & Manufacturing Company, Little Rock.

(See page 35. Lumber Company, Marianna.

Edgar Lumber Company, Wesson.

a. b. c—Dermott Land & Lbr. Co., Chicago.
Utley-Holloway Lumber Company, Conway Bldg., Chicago.
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Company, Conway Brug., Chicago.

(See page 5.)

INDIANA

Hoffman Brothers Company, Fort Wayne. (See page 10.)

C—Bedna Young Lumber Company, Greensburg.

Chas. H. Barnaby, Greencastle. (See page 39.)

J. V. Stimson, Huntingburg. (See page 52.)

Wood-Mosaic Company, New Albany. (See page —.)

North Vernon Lumber Company, North Vernon.

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a, b, c—Fullerton-Powell Hardwood Lumber Company, South
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A. b—Cyrus C. Shafer Lumber Company, South Bend.

KENTUCKY
a. b. c.—Arlington Lumber Co., Arlington. (See page 34.)
b—Kentucky Lumber Company, Lexington.
W. P. Brown & Sons Lumber Co., Louisville. (See page —.)
Churchill-Milton Lumber Company, Louisville.

The Ferd. Brenner Lumber Company, Alexandria.
Colfax Hardwood Lumber Company, Colfax.
b, c—The Hyde Lumber Company, Lake Providence.
Climax Lumber Company, St. Landry.
Thistlethwalte Lumber Co., Ltd., Washington.
Mansfield Hardwood Lumber Company, Winnfield.

MISSISPPI
b—Alexander Bros., Belzoni.
b—Lamb-Fish Lumber Co., Charleston. (See page 41.)
Paepoke Leicht Lumber Co., Greenville. (See page 36.)
Mississippi Lumber Company, Quitman.
b, c—Tallahatchie Lumber Company, Philipp.
Carrier Lumber & Manufacturing Company, Sardis.

Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

a, b, c—M. E. Leming Lumber Company, Cape Girardeau.
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b, c—Galloway-Pease Co., Poplar Bluff.
Baker-Matthews Lumber Company, Sikeston. Sales Office,
Chicago. (See page 10.)
c—Arkla Lumber & Manufacturing Company, St. Louis.
J. A. Holmes Lumber Company, St. Louis.
a, b, c—Chas. F. Luehrmann Hardwood Lumber Co., St. Louis.

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a, b, c—W. M. Ritter Lumber Company, Columbus.
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CINCINNATI
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C. Crane & Co. (See page 43.)
a, b—Duhlmeier Brothers & Co.
The John Dulweber Company.
Hay Lumber Company.
Hay Lumber Company.
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a, c—Probst Lumber Company. (See page 38.)

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American Lumber & Manufacturing Company, Pittsburgh.
Babcock Lumber Company, Pittsburgh.

TENNESSEE
Williams Lumber Co., Fayetteville.

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Johnson City Lumber & Manufacturing Co., Johnson City.
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MEMPHIS
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b—Geo. C. Brown & Co.
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Liberty Hardwood Lumber Co., Big Creek. (See page 9.)
H. G. Bohlssen Mfg. Co., New Caney. (See page 9.)

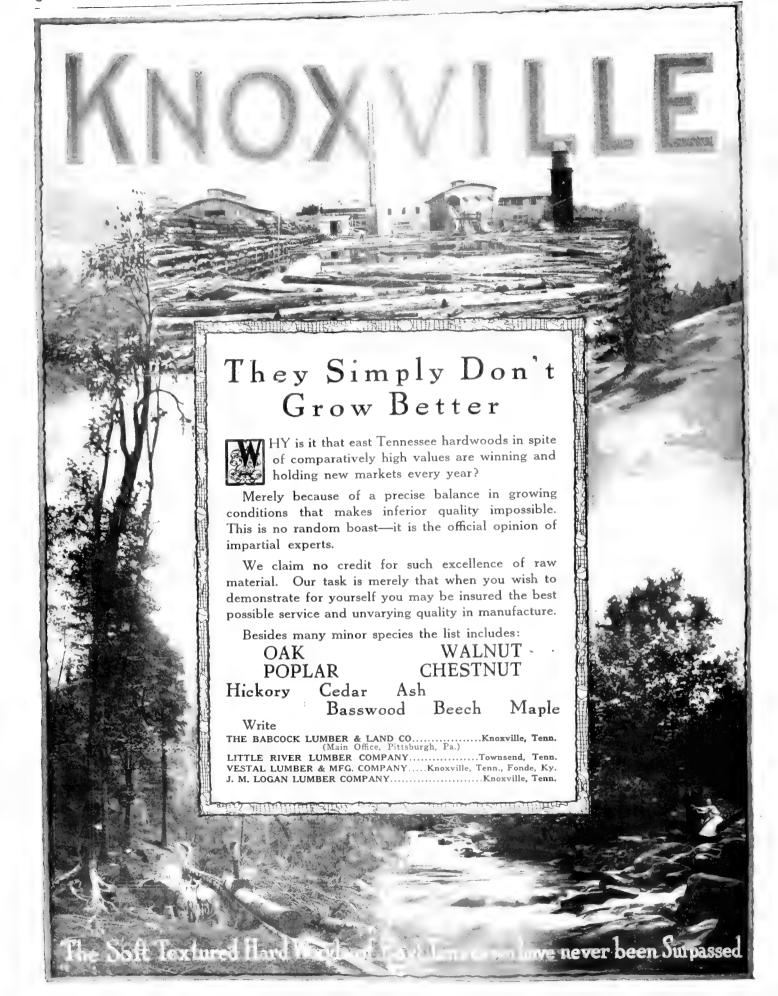
VIRGINIA c-U. S. Spruce Lumber Company, Marion,

c—U. S. Spruce Lumber Company, Marlon.

WEST VIRGINIA
b. c—The Alton Lumber Company, Buckhannon.
a. c—West Virginia Timber Company, Charleston.
Fardee & Curtin Lumber Company, Clarksburg.
Bluestone Land & Lumber Co., Gardner.
C. L. Ritter Lumber Company, Huntington.
Rockcastle Lumber Company, Huntington.
Clay Lumber Company, Middle Fork.
The Parkersburg Mill Company, Parkersburg.
a, b, c—The Meadow River Lumber Company, Rainelle.
b, c—Warn Lumber Corporation, Raywood,
American Column & Lumber Co., St. Albans.

WISCONSIN
a, c-Racine Lumber & Manufacturing Company, Racine.

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	Texas)

See Lists of Stock on Pages 46-47

Texas mills also manufacture Red Gum, Ash, Elm, Cottonwood, Magnolia, Hickory, Cypress, Tupelo



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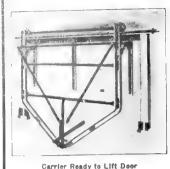
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THOUSANDS ARE IN USE

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Lumber Manufacturers Meet
WITH THE TRADE
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CLASSIFIED ADVERTISEMENTS

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President Edwin W. Meeker, Managing Editor Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building 537 So. Dearborn Street, CHICAGO Telephones: Harrison 8086-8087-8088



Vol. XLII

CHICAGO, APRIL 10, 1917

No. 12



Review and Outlook



General Market Conditions

TIS SAFE TO SAY that the germ of absolute confidence in the present and immediate future of the hardwood trade has been planted so deeply and so well that it has secured a permanent footing. It is rare that one finds a representative member of the hardwood trade who, even though he might be a natural pessimist, is not thoroughly convinced that no matter what the trend of events, no matter what the developments, nothing short of a total calamity can work adversely to the hardwood markets.

Even our entrance into the war has failed to cause more than a slight ripple, as the basic conditions were too solid and the country at large too inured to excitement and too proof against hysteria to permit of anything even remotely suggestive of panic. So the most critical point as far as its immediate effect upon business is concerned, that is, the actual declaration of a state of war, has passed without substantial harm and there is no likelihood that developments in the immediate future will cause further derangement.

And what is the fundamental reason for this strength? Merely that hardwood operators in all sections are working in closer harmony than they ever have before, that there is a more general appreciation of the precise conditions of the markets due to the dissemination of market information, that the extremely broken stocks north, south, east and west and the meager promise of replenishment is everywhere recognized as is also the necessity for getting more for lumber to meet advancing manufacturing costs.

Briefly the situation is this: In the North the season began with considerably less than normal stocks. On top of that the production of logs and lumber has been less than needed and, possibly, even less than normal, due as much to labor difficulties and shortages as to anything else. The situation there has been constantly aggravated, and as far as stocks are concerned the lumber available to the call of the user is rapidly vanishing and prices, which have been climbing steadily, will unquestionably get to a point where in spite of increased costs the millman begins to make some money.

In the southern sections the same conditions held through the winter. Now, as a matter of fact, advancing water and overwhelming rains have so soaked the logging districts, which in the main lie in the low grounds, that many mills are threatened with the prospect of immediate shutdown because they simply can not get the logs in.

In the Southeast, through the mountain country, an absolute dearth of shipping stocks prevails. Many mill people have as a matter of fact shipped beyond the quantities shown on their stock lists, and here, as practically everywhere else, many sales are being made practically from the saw. Also, all sections continue to be oppressed by aggravated shipping conditions and in several cases (and the tendency

is growing) salesmen have been called in or have received orders to report in in the near future, as it is impossible to accept more business.

There is scarcely an item that is not moving briskly. In the higher priced cabinet woods mahogany is practically shut off from Cuba on account of the revolutionary conditions, as it is from Mexico, while the African supply is more nearly approaching the status of Circassian imports month by month. Walnut has seen strong price advances and while there is ample supply for all needs, walnut producers are faced with the same general difficulties as manufacturers of other lines. Oak seems to have gotten itself back in a strong way, although it is reported not quite so brisk in some quarters as it was some time ago. Right on down the line, gum, birch, ash, poplar, cottonwood, and all of them are doing well with every promise of doing even better. There is not a tangible indication on any horizon of the possibility of real mishap to the hardwood situation, and if there remains a buver who is not now thoroughly convinced that he should buy when he has the opportunity, that man must have an overwhelmingly good supply of raw materials and an extraordinary vision and ample confidence in his own judgment.

The Cover Picture

S TUDY THE SURFACE AND BENEATH THE SURFACE, and the cover picture which illustrates this issue of HARDWOOD RECORD becomes an interesting theme. It might appropriately be given the title: "A Mountain Tragedy." At first sight the reason for such a title may not appear. It is a log cabin with a mixed hardwood and softwood forest as a background, and in front a yard, run riot with planted reeds, shrubs and flowers, with a woman, a dog, and three small children gathered in a group for the evident purpose of facing the photographer's camera. The picture was taken by a representative of HARDWOOD RECORD high among the mountains of Swain county, North Carolina.

The tragedy is suggested by the situation. The flowers and shrubs in a place as remote and wild as that reveal a taste for refinement and a pitiful attempt to satisfy that taste amid insurmountable discouragements. The woman who lives there deserves a better fate. While she may grace a cabin in the woods, there is no question that she would have graced a better home and more refining conditions, had the opportunity come to her. It did not come, and she has made the best of the situation by surrounding the mountain shack with flowers in an attempt to realize in some degree her desire for beautiful things.

The first settlers in the mountains of western North Carolina were of the best English stock, with an intermixture of Scotch. A century and a half of isolation from the rest of the world placed their descendants out of toneh with trany of the movements which brought changes elsewhere, and developed traits which in some ways seed peculiar. Isolation has become a habit, and cabins scattered far and wide among the mountains are the homes of families which would feel lost if they should attempt to live in towns. Long isolation has a tendency to narrow the individual, and while it blunts some of the feelings, it develops others. On the whole, however, it can scarcely be said that the individual is improved by too much isolation. Yet, so long as the desire for better things remains active, the individual has not been much hurt by solitude.

The desire which the picture exhibits has been active enough. Clumps of flowers, though half smothered in a jungle of orderless growth, tell the story of effort to beautify and humanize the humble cabin and its surroundings in the wilderness of mountains and forests.

This paper has no information as to the name or history of the family living there. A representative passing along a trail which traverses that region came upon this cabin, and being struck with the evidences of refinement in such a place, made the photograph and passed on, believing that the picture itself told the story well enough, and that imagination could supply the details.

The Parent Association

A FFILIATED ASSOCIATIONS and the lumber trade at large look to the National Lumber Manufacturers' Association for leadership and guidance and assistance in the working out of the big problems which are springing up every day. The parent body has conducted itself in a confidence-inspiring manner in the past, the one defect in the otherwise well-regulated organization being the often discernible and sometimes threatening friction between important manufacturing sections.

An ambitious program had been mapped out for the reconstruction gathering at Chicago last week, a program which, had it been adopted as planned, would immediately have strengthened the lumber interests immensely. However, it is of more importance that the factional differences which have so frequently threatened to block progress in the past were ironed out and in the accomplishment of this necessary cleanup and fitting together of opposing views, the organization strengthened itself more than it would have had the program been forced through in its entirety and embarrassing differences been left unsettled.

The trade, however, has not exhibited the vision with which it is accredited and with which the second largest industry in the country should be endowed in limiting its activities and the functions of those directly responsible for trade building, particularly in the face of the promise of surpassing activity by those whose aim is to wrest from wood its markets wherever possible. There is no question but that those actively in charge of substitute propaganda and trade extension have a sincere belief in the superiority of their products for building purposes, that is, wherever it is possible for their products to be applied. Unfortunately, too, for lumber they are supported by public favor and by arguments that are apparently logical whether they represent practical facts or merely general theory. So it is indeed unfortunate that in the face of the promise of radical expansion in the work in behalf of substitutes, lumbermen have declined to go the full course and have advanced timidly rather than boldly.

As far as the hardwood element is concerned, it is deserving of double credit because in spite of the fact that of all factions in lumbering it is less directly affected by substitutes than any other, it of all factions did as a unit express its willingness to come in for the full share of responsibility on the basis of original plans for expansion.

Keep on Sawing Wood

NATURALLY WAR UPSETS CALCULATIONS. The entry of this country into the conflict will call for many revisions of plans in business matters; but it is difficult to figure out how the business of the lumberman can be seriously hurt or greatly helped. If disadvantages develop in certain directions, there will be compensations in others.

Our exports have already dwindled almost to the vanishing point, and little more is to be feared in that direction. The trou

bles in transportation by railroads are already about as bad as they are tikely to become, and any change is as apt to be for the better as for the worse. The labor problem seems to be about the only thing that the war can make worse, and unless hostilities last a considerable time, and large armies are put in the field, the effect on the labor supply does not threaten to be serious, although it will be not ceable.

On the other side, compensation is promised by greater demand for lumber for military purposes. Shelters for soldiers in training camps and houses for the same purpose in regular camps will call for a great deal of wood. Ship building on an unprecedented scale is likely to take place, and wood will be the principal material in demand. Strange as it may seem, war has brought the wooden ship back to the seas.

There is no reason to suppose that domestic uses of wood will fall off much on account of the war. There may be decline in some quarters, but increases elsewhere will offset local losses.

On the whole, the lumbermen of the United States should continue to saw wood, in the firm belief that they will be able to take care of themselves. Had this country entered the war two years ago the situation might have been bad; but the period of panic has now passed. Everybody believes that the worst has come and has probably passed, and fear of the unknown no longer stampedes business. Under such circumstances, anything in the nature of calamity or disaster is out of the question. The cards are all on the table, and chance is no longer a factor, but the strongest hand will win. The outlook is that the lumberman holds a pretty strong hand at this time.

The Remaining Problem

UMBERMEN ARE WORKING STEADILY FORWARD toward the solution of their remaining major problem. That problem involves the proper seasoning of lumber in the minimum time with least damage to the lumber. The problems of manufacturing have been fairly well worked out. There is little call for further improvement in mills or in the machinery and methods by which trees are converted into boards; but between the mill and the factory which uses the lumber, the seasoning must be considered, and in that direction lies the problem which has not yet been wholly solved. A hundred years ago the drying of lumber was not looked upon as a problem. The mill stacked it on the yard and the wind and sun dried it in the space of from one to four years, and the job was well done.

Modern methods demand that the time be shortened. No one is willing to wait a year or more for lumber to season, or three or four years when the seasoning must be exceptionally well done. To meet the demand for shorter time, artificial drying has come in. Greater heat is applied than is practicable in the open air, and kilns are used.

Here is where science gets in its work; but "science moves but slowly, slowly creeping on from point to point." A great deal of brain energy has been devoted to the dry kiln. It has been developed from a very primitive affair consisting of lumber on scaffolds with a fire beneath, to a highly complicated apparatus with means for regulating heat, air circulation, and vapor. The impelling purpose is the shortening of the time of seasoning, but many things must be taken into consideration. As the process of seasoning is hastened, the danger of injuring the lumber by warping, checking, case-hardening, and hollowhorning increases. The ingenuity of the kiln maker is taxed to maintain speed with the minimum of injury. Great progress has been made, but there is room for more. Perfection still lies a little way ahead. It has not yet been shown what is the briefest time in which lumber of given kinds can be perfectly seasoned. It is difficult to imagine a problem more complicated than this one. The chief obstacle lies in the great differences in the characters of the various species of wood. Methods which might assure nearly perfeet seasoning of one kind of lumber, may miss it if applied to another kind. When it is considered how complex the problem is, it must be recognized that dry-kiln manufacturers have made remarkable progress toward its solution, though some things still remain to be mastered by experiments and discovery.



Growth-Ring Wood Figures

HII MAXWELL

Editor's Note

1. rings in a tree's trunk which serve to check oil its years and furnish a record of its age, are responsible for a large part of the figured wood employed in the woodusing industries. These figures vary greatly in pattern and intensity, not only in accordance with the species of trees, but also in conformity to the purpose and skill of the man who saws the lumber. The following article deals with figures which depend upon the tree's rings of yearly growth, and are brought out by the skill of the sawyer, the planing mill operator, and the wood finisher.

ARTICLE SEVEN

Figured woods are the rule rather than the exception, for not a wood grows in the United States which will not show figure of some kind if the surface is sawed and polished. Many such figures are too weak and uninteresting to attract attention and they may be kept out of consideration. Figures in wood fall in four general classes when considered with respect to cause and origin. There are almost endless combinations of this four, but the causes need not be obscured on that account. The origins of the four classes of figures follow:



EDGE GRAIN FIGURE

It can scarcely be called a figure since it consists of parallel lines. It is the leading feature of edge grain flooring.

- 1. Figures of varying patterns are produced by cutting the rings of annual growth at different angles. Chestnut and ash lumber when dressed always shows growth-ring figures, and usually with distinctness. Practically every other American wood, if cut and dressed, exhibits figures of the same class, but stronger or weaker according to the species. Such figures in basswood, buckeye and cottonwood are weak.
- 2. Figure is developed by cutting some woods parallel with the medullary rays, by which the flat surfaces of the rays are exposed to view. The best illustration of this is in quartered oak. The annual ring has nothing to do with that figure, but it may combine with it. Some figure of that kind may be brought out of every wood by sawing logs radially—lengthwise and from bark to heart; but the majority of woods have medullary rays so small and inconspicuous that quarter-sawing does not develop much figure.
- 3. Figure of the third class is due to distorted growth. It is best illustrated in birdseye maple and curly birch.
- 4. Figure is produced by irregular distribution of color, more or less independently of growth rings, medullary rays, or distortions. The American woods which show this figure best are red gum and

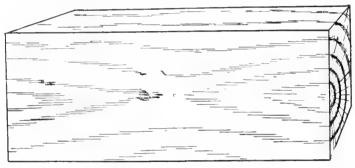
black walnut. Probably the best example of it among all commercial woods is Circassian walnut.

THE RING-GROWTH FIGURE

Figured lumber may be sawed from any tree trunk whose growth rings are easily visible. That figure is so common that it is taken for granted, and only where it is developed with considerable strength is it commercialized. Ash and chestnut have been mentioned, and it is strong in all oaks and in most of the firs and yellow pines. On the other hand there are many trees with rings weak and not clearly defined.

Figures in lumber, due to the tree's rings, are of three general patterns, depending upon the way they appear on the sawed surface.

A log sawed square off exposes the rings as concentric circles, from



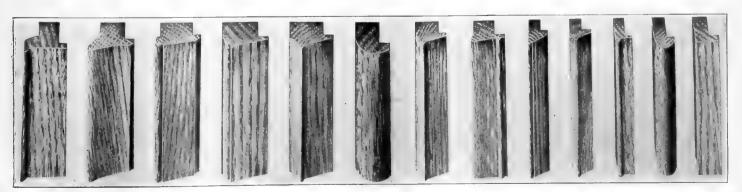
GROWTH RING FIGURE SLAB CUT

This is the most common figure developed in sawing lumber, and is strongest in woods which have broad and distinct rings of growth.

center to the bark. This figure is usually distinct, if the surface is polished, but the woodworker makes little use of it. Transverse wood sections are not adapted to common purposes.

A second figure is exposed when a slab is taken off the side of a log. Edges of the rings are cut off and displayed. If the log has crooks or large knots, the saw will cut diagonally across many of the rings, and there will appear on the surface of the lumber sections of the rings in the forms of circles, elipses and parabolas which sometimes form attractive figures, though if too often repeated they become monotonous.

A third growth-ring figure is developed when the saw cuts the log

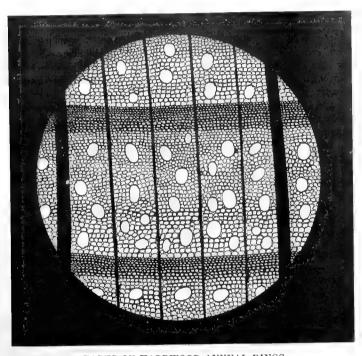


EXAMPLES OF GROWTH-RING FIGURES

Pieces of molding which display the plainest pattern of figure developed by cutting across the rings of annual growth in oak.

lengthwise, from Lack to heart. That is the cut which gives quarte lumber, but it also displays the edges of the rings in parallel 1. This is not usually regarded as a pleasing figure because too regard and monotonous, and the lines are too straight. Such lines are not beautiful to anybody but a student of geometry. This is apt to be the figure in edge-grain flooring, if it has any figure. Some woods display it much more sharply than others. It is strong in longleaf pine and hardly noticeable in maple.

There is still another figure due to growth rings. It appears in rotary cut veneers that are peeled off round and round the log by a powerful knife. This is really a modified form of the figure produced when a slab is sawed from the side of a log; but, since the veneer



PARTS OF HARDWOOD ANNUAL RINGS

Small section magnified to show thick-walled dark and thin-walled light cells. The large pores are scattered an ong the thin-walled cells.

comes from the log's whole circumference, instead of from one side only, as in the case of the slab, the veneer often shows bolder figures.

RINGS DIFFER GREATLY

While all trees that grow in the temperate zone, except cacti and palms, have annual rings of growth, these differ greatly in structure and appearance, and upon these differences depends the variety in figures which are produced by the rings. Every ring shows two colors, one lighter, the other darker. Without the contrast of these two colors, the ring would be invisible. In holly, the whole ring is nearly of one color; in longleaf pine, it is made up of two distinct colors. The result is, in holly one ring can scarcely be distinguished from another, while in the pine, every ring stands out sharp and distinct. It is a matter of contrast—the abrupt meeting of dark wood and light wood.

It is of interest to examine somewhat minutely into the reason why one part of a ring is of dark color, the other light, because on this depends a large part of the figure in wood. Take a small section of a growth ring of longleaf pine. It may be one-sixth of an inch wide. The naked eye can see that the inside half of the ring—the side nearest the tree's heart—is light in color, while the outside half is dark. The unaided eye is unable to discover the reason for it, but the cause is revealed by a strong magnifying glass. It may then be observed while examining the wood that it is made up of hollow cells like honeycomb, and the observer can look down into these cells where the end of the stick has been cut smooth. It is at once seen that the cells constituting the inner half of the ring have large cavities and very thin walls. That is the light-colored part of the ring. Observe the outer side of the ring, and the cells there are found to have

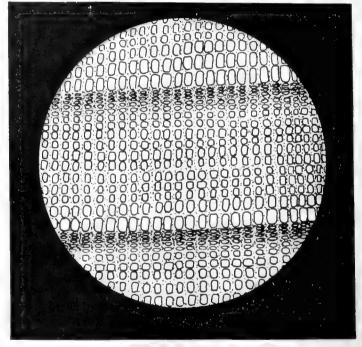
very thick walls and small cavities. That is the side of the ring appearing dark to the naked eye. The glass shows why: the inside half is con.posed of hollow-celled wood, the outside of solid wood, the one is light in color, the other dark.

The description of the longleaf pine's growth ring holds good for all softwoods—all trees with needle leaves; but there is difference in intensity. Some softwoods, as spruce, show no great contrast between the outer and inner halves of the ring; consequently, the rings are not very distinct, and they produce little or no figure.

The light-colored inside of the ring is called "spring wood," or "early wood," because it is formed early in the season when growth is rapid; while the dense, outer part is known as "summer wood," or "late wood," because it is produced late in the season. It grows more slowly than the spring wood.

INDIVIDUALITY OF HARDWOOD

The growth ring of the hardwoods or broadleaf trees has an individuality which easily distinguishes it from the soft woods. The difference may or may not appear to the unaided eye, but a magnifying glass will show it. No difference appears in the arrangement of thick walled and thin walled cells on the outer and inner sides of the ring; but the hardwoods have something which is wanting in soft woods. The hardwoods have pores, large numbers of tubes running lengthwise of the tree. These are much larger than the cavities within the cells which are never seen with the naked eye, while pores of some woods are easily seen—ash, chestnut, oak, hickory and others.



PARTS OF SOFTWOOD ANNUAL RINGS

A magnified section showing light springwood and dark summerwood, and
the contrast where one wood meets another

These pores in hardwood have much to do with the figures produced by growth rings. They help supply contrasts. Take white ash as an example. About one-third of the ring on the side nearest to the tree's heart, contains several rows of open pores, closely side by side, and large enough to be seen by the eye alone. No such pores are to be seen in soft woods. Those in ash serve to separate one yearly ring from another by the sharp contrast between the color of the wood containing the bands of pores and that adjoining it which contains few or none.

All hardwoods do not have pores arranged in bands near the inner edge of the ring, as in ash; but they are variously arranged, in bands, groups, lines and dispersed through all parts of the ring. Nor are pores equal in size. Some, like those of red oak, are as large as ordinary pinholes, while maple, birch, mahogany and many others are or-

dinarily invisible to the naked ey. Those dispersed all through the ring are usually small.

GROWTH RING FOR LAN INDUSTRY

This figure is seen wherever wood is used. It is abundant in some species, and scarce in others, depending upon contrast in rings of growth. Many attractive figures might be cut from minor species, but it is not often done because of the small sizes and scarcity of the specimens. A number of common trees of this country are named

in the following lists, and classified on the basis of their value as figured woods produced by cutting growth rings:

PRODUCE STRONG FIGURES

Ash, Catalpa, Chestnut, Fir, Hemlock, Hickory, Larch, Locust, Mulberry, Oak, Sass (r.s., Sycamore, Walnut, Yellow Pine

PRODUCE MEDIUM OR WEAK PIGURES

Basswood, Beech, Birch, Buckeye, Cedar, Cherry, Cottonwood, Cypress, Elm, Gu: Holly, Hornbeam, Magnolia, Mahogany, Maple, Petsimmon, Redwood, Spruce, White Pine, Willow, Yellow Poplar.



Memphis Faces Log Shortage



The Mississippi is again rising at Memphis and it is now officially predicted that a stage of more than forty feet will be seen on the local gauge. The appearance of further heavy rains in the upper watersheds of the Mississippi and its tributaries is the cause of the rising tendency of the river, which has come just when it was expected that the crest of the previous high water would be reached. Some days ago it looked as if southern hardwood interests at Memphis and other points along the Mississippi and it tributaries in Arkansas, Mississippi and Louisiana would escape with a minimum amount of loss or damage incident to high water, but with the river rising again, the outlook is not quite so favorable. Already there is a gradual increase in the number of hardwood mills and woodworking enterprises both in and out of Memphis forced by the high water to close down, and the number that will finally be affected will be determined by the height of the rise. It is suggested that the river may go as high as forty-two feet, in which event there would be much forced curtailment through direct interference from high water, to say nothing of the handicap imposed indirectly through stoppage of logging and other work in the lowlands. Already three big woodworking enterprises along Wolf river in North Memphis are out of commission and one or two more will be put out of operation if the river goes appreciably higher. Interference is likewise being experienced by several plants in New South Memphis. Interests at Greeneville, Vicksburg and other points along the river are watching flood developments very closely, with a sense of fear that they will be victims of the high water to a larger or smaller degree. No uneasiness is felt regarding the levees. . It is believed by all authorities that these embankments will hold even with a stage of forty-two feet or more.

The continued rains throughout the valley territory, together with the rise in the Mississippi and its tributaries, is playing havoc with logging operations, and, from the standpoint of the general hardwood lumber industry, perhaps the most serious phase of the situation is the forced curtailment of production that is practically certain to result from scarcity of logs at a comparatively early date. The woods are thoroughly watersoaked throughout the Mississippi valley and there are vast areas of lowlands under backwater from the streams in this territory. The bulk of the standing timber is in the lowlands or delta regions and the existence of so much surface water makes both cutting and hauling almost hopeless for the time being. Every effort is being made to bring out timber. Manufacturers of lumber are aware of the threatened scarcity of logs and they are likewise aware of the shortage of dry stocks and the probability of a large demand therefor. They therefore have every incentive for getting out enough logs to keep their mills in operation. But they are confronted with physical conditions over which they can exercise no control and there is no denying that the outlook for an adequate supply of logs is anything but favorable.

W. A. Waddington, general manager of the Valley Log Loading Company has just returned from a trip over the Yazoo & Mississippi Valley line of the Illinois Central system and the Memphis-Marianna cut-off on the St. Louis, Iron Mountain & Southern, the two roads on which his firm loads logs. He says that there are enough logs in sight to insure steady loading for the next two or three weeks but that, when these have been loaded, there will be little for his company to do for the reason that the amount of timber being prepared for

shipment is so small. He dealt with the handicaps under which logging operations have been conducted since the first of the year and he anticipates that it will be quite a while before there is anything like a normal amount of timber offering to be loaded on the two lines in question. He pointed out the serious interference from high water and also the handicap imposed by the very wet condition of the soil where the majority of the timber lies. Mr. Waddington is one of the best authorities in this section on log loading and on the amount of timber awaiting handling.

There is direct testimony from lumber manufacturers themselves, however, on this point. The Lamb-Fish Lumber Company has already been forced to eliminate its night shift at its big hardwood mill at Charleston, Miss., on account of log shortage and it is suggested by officials of the company that, unless conditions improve materially with respect to logging in the near future, it will be necessary to suspend operations altogether. Geo. C. Brown & Co., Proctor, Ark., admit that their supply of logs is running rather short and that it may be necessary to close their plant in the near future for want of necessary material. Other firms in and out of Memphis say they are finding the securing of log supplies a very serious problem and there seems little doubt that prospects point to material contraction in the production of hardwood lumber in the southern field during the next few weeks on account of the shortage of logs.

Logging Season About Over

The extremely heavy snow of mid-March proved the final material factor in the closing of most of the northern Wisconsin and Michigan upper peninsula lumber camps. Many companies have issued the ultimate decree of the season while a few will resume operations to finish hauling of whatever timber has been felled as soon as underfoot conditions favor transportation traffic.

The Cook Bros. Company, Oconto, Wis., totaled a season cut of about 15,000,000 feet and has still to put in 5,000,000 feet on the Pembine as soon as the banked paths and roadways become passable.

The camps of the Schroeder Lumber Company and the Guerney Lumber Company, Ashland, Wis., are among those that have shut down only temporarily.

Sawmills as well as camps were seriously affected by the snow. The sawmills of the Brooks & Ross Lumber Company and the B. Heinemann Lumber Co., Wausau, Wis., have been forced to a complete shut-down because of a total lack of logs. Other mills experienced the duplex difficulty of a log and coal shortage, the latter due directly to the disrupting of railroad traffic by the extreme winter precipitation.

A remarkable difference is noted in the composition of lumber camps of a few years ago and those of today. The jolly whisky-swigging jack of rough and ready vigor has sung his swan song. The camps are now composed chiefly of farmers who appreciate the opportunity of accepting subsidiary emolument during the season of little work on their farms.

Because of the very high cost of operation of camps, many loggers say that the season virtually drawn to a close has not equaled in profits some of the preceding lumbering periods.



Lumber Manufacturers Meet



The fifteenth annual meeting of the National Lumber Manutacturers' Association was held in Chicago April 4 and 5. Much of the time was taken up with a plan for the reorganization of the association. In addition, there were a number of reports by officers concerning special lines of work, or the general activities of the association.

The report of Secretary R. S. Kellogg went fully into the activities of the association during the past year, and was distributed in printed form, convenient for the preservation of the valuable statistics which it contained. The fact was emphasized that the day of organized industry is at hand and that means must be found for taking full advantage of the situation.

Reorganization Work

The new board of directors, which was named at an early session at the Hotel La Salle, was made up as follows:

A. L. Paine, Hoquiam, Wash.; E. B. Hazen, Portland, Ore.; J. H. Bloedel, Seattle, Wash.; E. G. Griggs, Tacoma, Wash.; E. D. Kingsley, Portland, Ore.; E. A. Selfridge, Jr., San Francisco, Cal.; B. H. Hornby, Dover, Idaho; D. C. Eccles, Ogden, Utah; J. W. Embree, Chicago; Charles S. Keith, Kansas City, Mo.; W. H. Sullivan, Bogalusa. La.; J. H. Kirby, Houston, Tex.; F. G. Wisner, Laurel, Miss.; Edward Hines, Chicago; H. C. Hornby, Cloquet, Minn.; B. B. Burns, Huntington, W. Va.; W. Frazier Jones, Jacksonville, Fla.; R. H. Downman, New Orleans, La.; E. G. Swartz, Burton, La.; A. R. Turnbull, Norfolk, Va.; D. O. Anderson, Marion, S. C.; R. B. Goodman, Goodman, Wis.; C. H. Worcester, Chicago; W. C. Hull, Traverse City, Mich.; J. W. Blodgett, Grand Rapids, Mich.; W. E. DeLaney, Lexington, Ky.; and W. A. Gilchrist, New York, N. Y.

Three vacancies on the board were left open, to be filled if new associations become members.

A committee to take up a reorganization plan was named at the LaSalle meeting, consisting of E. A. Selfridge, Willets, Cal., chairman; R. B. Allen, Seattle, Wash.; A. W. Cooper, Spokane, Wash.; E. T. Allen, Portland, Ore.; A. R. Turnbull, Norfolk, Va., and C. S. Keith, Kansas City, Mo.

At an executive session consisting of the presidents and secretraies of the affiliated associations, held later, a committee was appointed to make a report on the reorganization plan, and this committee consisted of E. D. Kingsley and E. T. Allen, Portland, Ore.; W. B. Roper, Norfolk, Va.; H. B. Heeves, Jeanerette, La.; J. E. Rhodes, New Orleans, La.; T. J. Humbird, Sand Point, Idaho; F. R. Gadd, Cincinnati, and W. H. Sullivan, Bogalusa, La.

This committee took up the work of reorganization and later submitted a report in which the outline of a plan was sketched, but the committee stated it was impossible in such a report to take up all the activities which should be undertaken by the National Association. The general statement was made that all the work should be nation-wide in character and purely local matters should form no part of the work.

. Duplication of work by the national and the affiliated associations was one thing that should be avoided under the new plan. Conferences between the secretaries of the National and of the affiliated associations should be held for the purpose of so planning the work that depulcation of efforts would be reduced to a minimum.

Close track should be kept of national legislation affecting lumber interests as a whole. All departments of the association should be in one city, and it is recommended that the credit corporation be moved from St. Louis to Chicago.

An assessment of three-quarters of a cent per one thousand feet of lumber produced was one of the recommendations of the new plan. The present plan provides about \$60,000 a year revenue, while the suggested plan will yield \$130,000 annually.

It is recommended that organizations of timber owners which may be directly benefited by the work to be done become affiliated with the national association upon some basis to be worked out, and when they become so affiliated they should have equitable representation on the board of directors.

For the purpose of carrying out the work and thoroughly co-ordinating the various departments, it was recommended that a manager he appointed for the National Lumber Manufacturers' Association. He should be a man of wide experience, with good executive ability, and should have general charge of all activities of the association, including the credit corporation and insurance exchange, subject to the president and board of directors.

The further consideration of this plan was postponed until June 20, and meanwhile the work will continue as in the past.

The Extension Department

A concise report of the activities of the extension department was made by the manager, E A. Sterling. The principal point brought out was that the work cannot be further expanded until an increase in available funds has been made. There is plenty of work to do and calls come for enlarged activities, but no proper response can be made for want of funds. The appropriation has been \$50,000 a year, and Mr. Stirling was confident that twice that sum would be needed to take care of all the work that ought to be done.

One of the pressing needs is for means to look after building codes in cities. New codes are being adopted and old ones revised, and unless some one takes an active interest to see that wood construction is not discriminated against, there is danger that wood will lose in many cties.

The credit corporation work was covered by a report from W. F. Biedeman, superintendent. The Blue Book is being published at a greatly increased expense, due to the greater cost of paper. The collecting work of the department is making progress and is meeting demands made upon it.

The Hardwood Association

A report was made by F. R. Gadd dealing with the work being done in the Hardwood Manufacturers' Association of the United States, and referring particularly to the new plan adopted by that association by which members are kept posted on the actual conditions in the market. He went into somewhat minute details as to what the association stands for and what it has undertaken to accomplish.

Correct grading of lumber is one of the primary purposes of the Hardwood Manufacturers' Association, and it maintains a force of inspectors competent to interpret and apply the grading rules. Mill instruction and reinspection service are furnished.

Statistics showing stocks and sales are gathered, and a system of commercial reports is maintained. This consists of an exchange of ledger experiences among members. From time to time a bulletin is issued containing matters of interest to members; and a weekly market letter is sent out, reflecting the market conditions throughout the entire field.

The open price competition plan was inaugurated last year. The purpose of this plan is to disseminate among members accurate knowledge of production and market conditions so that each member may gage the market intelligently instead of guessing at it; to make competition open and above board instead of secret and concealed; to substitute, in estimating market conditions, frank and full statements of our competitors for the frequently misleading and colored statements of the buyer.

This is an innovation, but times are changing and with the times business methods. Secrecy is yielding to publicity and men are coming out into the open and dealing more fairly with one another. The basis of the old competition was secrecy. The strength of the new is knowledge. Only broadminded and farsighted men have the patience to follow a plan of this kind and wait for results.

The advantage of this plan as a matter of public policy must be self-evident. The advantage of a stable market to both the huyer and the seller is well known. A large part of the time wasted in arguing over prices and the various maneuvering on the part of both buyer and seller, one sying to reduce the price and the other trying to raise the price. Mastes time and energy and results in a great variety of prices for the same kind and quality of lumber.

The chief concern of the buyer, Mr. Gadd said, is to see that the price he pays is no higher than that of his competitors, against whom he must sell his product in the market. The chief concern of the seller is to get as much as anybody else for his lumber; in other words, to get what is termed the top of the market for the quality he offers. By making prices known to each other they will gradually tend toward a standard in harmony with market conditions, a situation advantageous to both buyer and seller.

It is not expected that this plan will result in one price for any one grade, and the differences between even the same grades of the various manufacturers is well recognized. The ultimate result expected is that prices obtained will be in direct relation to the character of the grades offered. There is no agreement to make prices or control prices.

Members of the Hardwood Manufacturers' Association get together monthly and discuss prices on the theory that in helping competitors they are helping themselves. Business will be placed upon a more scientific and rational footing.

An address by W. C. Hull, Traverse City, Mich., president of the Michigan Hardwood Manufacturers' Association, pledged the loyalty of the association to the National.

PLEDGING SUPPORT TO THE GOVERNMENT

A resolution was passed by which the support of the lumber industry was pledged to the Government in the trying times which lie ahead. The text of the resolution follows:

The National Lumber Manufacturers' Association in convention assembled, appreciating the crisis confronting the country, pledges the Government the fullest support of the lumber industry, and to this end we offer all that we have in material, in resources and in manhood, and we pledge that we will answer every demand made upon our patriotism in the spirit of our forefathers in the industry, and we offer to the President of the United States the facilities of this organization for promoting effective co-operation with the Government in its preparation for the eventualities of war.

The probability that a large number of wooden ships of moderate size will be built for transportation service was only mentioned informally.

TRAFFIC MATTERS

A norting was held on Wednesday in which traffic matters were considered. The meeting was attended by delegates from affiliated associations and officers specially interested in traffic matters. E. A. Selfridge of California was chosen chairman of the meeting. The suggestions known as Esch list were given consideration. The conclusions reached will not be made public until after they have been submitted to the Interstate Commerce Commission, which it is believed will not occur earlier than April 20. The following resolution was adopted:

Car situation in lumber producing territory extremely serious and measures adopted heretofore to effect relief have been unsuccessful. Present car service rules ineffective from standpoint of shippers and also work hardship on carriers. Transportation committee of meeting here today respectfully urges pooling of freight equipment, which we believe only effective solution.

This resolution was telegraphed to Chairman C. C. McChord of the Interstate Commerce Commission and to C. M. Schaefer, chairman of the car service commission of the American Railway Association, Washington, D. C.

MISCELLANEOUS MAITERS

Satisfactory results in the interinsurance department were announced by Charles F. Simonson, manager. The exchange now has a risk in excess of \$7,500,000 and over \$120,000 premium deposits in force. The cash assets exceed \$105,000, with no unpaid loss to be met.

The association passed resolutions of appreciation of the work done by the officers during the past year.

The program for the meeting, which had been printed in advance, was not followed all the way through. Some of the chairmen of the affiliated associations did not make their reports, and a paper by Edward Hines on the increased costs which lumbermen will have to face, was not read. Executive sessions occupied so much time that two days were not sufficient to carry everything through as originally planned.

The report of Herman von Schrenk of St. Louis on technica, work was supplemented by an instructive exhibit of shingles which had been treated to prevent quick burning. Much progress has been made in lessening danger from fire where shingle roofs are used.



Pertinent Legal Findings



Queries on questions arising on any points involving the law as it is applied to lumbering and allied industries will be given proper expert attention through this department if submitted to Hardwood Record. There will be no charge for such service, but Hardwood Record reserves the right to publish questions and answers without designating names or location of inquiries unless specifically requested not to do so.

Shipper's Liability for Freight Charges

A carload of lumber was shipped by a seller directly to the buyer with provision in the bill of lading reading, "freight collect." The consignee-buyer refused to accept delivery at the destination and the carrier notified the shipper of that fact and of the non-payment of the freight charges. The shipper failed to direct disposition of the lumber or to pay the charges, and the carrier sold it to satisfy freight, etc., but the goods did not bring enough to cover the charges. Under these circumstances, it is held by the Texas court of civil appeals that the railway company was entitled to collect the balance from the shipper. "In general the consignor with whom the contract of shipment is made is liable under the contract for the charges provided therein. And this liability exists regardless of whether the consignee is the owner, and irrespective of the failure of the carriers to collect the freight from the consignee." (Atchison, Topeka & Santa Fe Railway Co. vs. Miller & Vidor Lumber Co., 192 Southwestern Reporter, 354.)

Illinois Compensation Act Applied

A night watchman at a planing mill plant is entitled to an award under the Illinois Workmen's Compensation act for injuries sustained in guarding the property against trespassers. (Illinois Supreme Court, Chicago Dry Kiln Co. vs. Industrial Board, 114 Northeastern Reporter, 1009.)

Damages for Breach of Contract of Purchase

Under a contract to buy silo material at a price 20 per cent below a list price, less freight, in computing the damages for which the buyer is liable on refusing to receive the material, the freight should be deducted from the agreed price, and not from the list price. (Utah supreme court, Holland-Cook Manufacturing Co. vs. Consolidated Wagon & Machine Co., 161 Pacific Reporter, 922.)

Purchase of Woodworking Machinery

Where a contract for sale of a hardwood matcher to a woodworking company gave that company the right to reject the machine on tendered delivery, and contained express provision to the effect that the company waived delivery at any particular time, there could be no recovery of damages for profits lost by the company through delay in delivery. (Kentucky court of appeals, Berlin Machine Works vs. Jefferson Woodworking Company, 191 Southwestern Reporter, 82.)

Aspects of Lumber Sales

Where lumber is ordered by a customer for the purpose, known to
the seller, of being used in building a boat, acceptance of the order
implies a warranty on the seller's part that the lumber will be reasonably well adapted to that purpose. On part of the lumber proving to be defective, the buyer is entitled to damages measured by the
excess of the agreed price of the lumber above its actual value.
(Kansas City court of appeals, Antrim Lumber Company vs. Daly, 190
Southwestern Reporter, 971.)



The Lumberman's Round Table



Cabinets for X-Ray Machines

An important consuming industry is the manufacture of Nary machines. The makers of equipment of this character have learned that the cabinets are almost as important as the apparatus which they contain, and they are accordingly putting more time and thought into their design. While some of the smaller houses in this field buy their cabinets, the big fellows have their own shops and make and finish the boxes as well as the mechanical parts.

Attention was recently called by the sales manager of a concern in this field to a handsome model which looks not unlike a large-size phonograph. It would make a fine and impressive appearance in the office of the doctor who used it.

"That is not one of the least of its advantages," explained the sales manager, commenting on this feature. "Many doctors have their own X-ray outfits now, and these are helpful in showing their patients that they are prepared to give them any kind of treatment or diagnosis that may be required. A model of this kind makes a handsome piece of office furniture, and serves a double purpose for the physician who uses it. Yes, we cut up a good deal of lumber for these cabinets."

Most of the X-ray cabinets are of oak, though some are of birch and other woods that lend themselves readily to "mahoganization."

Furniture and Finishes

The furniture manufacturers seem to be making a mistake that does not do credit to their intelligence, and does not suggest that they are sufficiently clever in merchandising their products. Just because brown finishes are popular at present, and go well with the period styles, the producers are working the brown idea to death, and practically everything is being offered with that kind of finish.

A big wholesaler was commenting on this fact recently, and admitted that he thought a mistake had been made in putting the loud pedal exclusively on the browns. He pointed to goods on his floor, made of oak, mahogany and walnut, and all finished in brown. All, incidentally, were exactly the same shade of brown, which meant a very dark finish, not at all suggestive of the natural colors of any of these woods, even the walnut being finished much too dark.

A little more variety in the treatment of the various materials with which the furniture manufacturers have to work would give the public a chance to "pay its money and take its choice," whereas the assumption that everybody wants brown may prove to be a mistake, or at any rate will cause an ultimate revulsion from it. Brown is an attractive color, and is well suited for use with Circassian and American walnut, in addition to gum. But to finish every wood on the list that way will mean that before long nothing that is brown will stand a chance of being sold: the public will have tired of this color and will be looking for red or pink or gray or whatever the furniture fashion designers decide is the proper color (regardless of the character of the woods themselves).

Moderation is the safest plan, in any event.

"America for Americans?"

Present conditions in this country are certainly calculated to stimulate patriotism, and make every citizen respond to an appeal based on common interest in Old Glory. The idea of protecting the United States from foreign enemies, commercial as well as military, is taking firm root, and suggestions regarding putting plans for protection into effect are likely to be received in a more kindly spirit.

Just "frinstance," as B. L. T. says, what about the protection of American oak from the Japanese variety? A good deal has been said and written about the competition which domestic producers have experienced on the Pacific Coast, and no doubt the Japanese trade is pretty well established in some lines there. In the flooring business especially it is said to have cut a hole in the business of American manufacturers.

With grave international questions to dispose of, Congress is not likely to go deeply into matters of this kind just now, either at the special or regular session; but just as soon as the skies clear, the oak

people ought to bring pressure to bear to put into effect the slogan, "America for Americans," and to secure the levying of a tariff that will conserve an important part of the domestic market to domestic producers of oak.

Waterways and Lumber

The possibility of a disastrous railway strike, even when it is no more than a possibility, is decidedly disagreeable to contemplate; and its contemplation inevitably suggests a question which the lumber trade should have answered a long time ago, namely, why not use the waterways to a greater extent for the haulage of hardwoods?

In the northern districts, ice ties up the harbors for a considerable portion of the year, but in other seasons considerable lumber is handled. In the South, however, in spite of the fact that navigation all the year round is available in many sections, even taking low stages into account, the rivers have been used comparatively little for the transportation of lumber, though they have played a big part in the movement of logs from sections otherwise inaccessible.

A lot of attention was attracted a few years ago to an all-water movement from a point in Alabama to Louisville, the Tennessee and Ohio rivers being used. This particular experiment was developed because of an advance in railroad rates, and the lumbermen interested wanted to demonstrate that water competition is a condition and not a theory. The demonstration was perfect, but for some reason or other the plan was not made permanent. Perhaps the railroads learned their lesson and made the necessary concessions.

However, it has been shown that the waterways are capable of handling lumber on a commercial basis, and in view of strikes, embargoes and other features which seem to be inseparable from railroad operation, why not use them to a larger degree?

Walnut Sap No Defect

A well-known walnut specialist rises to remark that walnut should be sold sap no defect. He points out that the demand for walnut is such that making a strict grade which eliminates the sap puts too great a burden on the top grades, while at the same time it encourages an accumulation of low grades.

At the same time, he points out, consumers have learned how to finish sap walnut so that it matches black walnut perfectly. In fact, many walnut producers have studied this feature, and while it is probably true that an experienced eye can always tell the difference between the naturally black wood and that which has obtained its color by steaming or in some other way, this process is helpful, and makes the finishing job easier for the consumer.

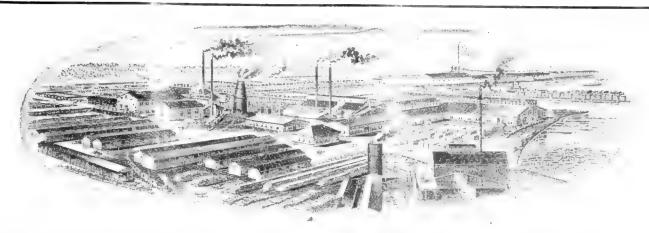
Oak Prepares Its Come-Back

It is understood that the oak advertising, under the auspices of the American Oak Manufacturers' Association, will begin to "run" shortly, to use a trade expression, and it is appropriate to extend to the campaign at this time best wishes for a bon voyage.

The initial expenditure for space should not be expected to cause a revolution in the consuming field. It will take some time to make an impression on the situation, and to overturn conditions which have been forming during the course of years, but it can be done.

In this connection, judging from the success of the walnut campaign, which was confined entirely to trade papers, it looks as if the association would be wise to prepare the way for any consumer advertising which it may have in view by thoroughly cultivating the trade factors. Bringing oak to the favorable attention of users of hardwoods, and reminding them of its thorough reliability and wide range of excellent qualities, would appear to be one of the prime elements of the promotion work. The architects and interior trim trade should also not be neglected. The public can be interested, but their interest will count for little unless trade conditions are right.

It is almost too much to expect that the campaign will have much effect on sales of oak furniture during the spring and fall of this year, as stocks have already been bought for one season and designs planned for the next; but by January, 1918, oak should be a much more prominent feature at the furniture exhibitions.



Northwestern Cooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapolis, Minn.

GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring have a standard of their own, are guaranteed trade. We ship it in straight or mixed cars—Car or Cargo. NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

The Mail Bag

B 1108-Wants Oak Counter Tops

New York, N. Y., April 2.—Editor Hardwood Record: We are in the market for one car of counter tops. We would appreciate it if you would advise us of one or two good manufacturers who could quote on this. We want them in oak.

B 1109-Wants Oak Chair Stock

Baldwinville, Mass., April 3.—Editor Hardwood Record: Can you give us names of manufacturers from whom we can buy oak squares for chair stock? We are in the market for several cars of this stock, the sizes that we need most being 18''x2x2'', $26\frac{1}{2}x1\frac{1}{2}x1\frac{1}{2}$.

B 1110-Locust Wanted

Philadelphia, Pa., March 26.—Editor Hardwood Record: We are in the market for the following: 2,000 pieces 3x3-36", 2,500 pieces 2½x 2½-42" locust.

B 1111—Spruce Wanted

Philadelphia, Pa., March 27.—Editor Hardwood Record: Please give us the addresses of two or three large concerns who cut spruce for the piano trade.

Clubs and Associations

Second Meeting of the New Wholesalers' Association

The Northern Wholesale Hardwood Lumber Association held its second meeting at Wausau, Wis., Friday, March 30. The association was recently organized at Rhinelander, due to the energetic personal efforts of C. P. Crosby of that city. A very complete attendance of representative wholesalers marked the first gathering which resulted in a strong association, H. C. Humphrey of Appleton being elected president.

The main purpose of the second meeting was to smooth out the details of organization as started at the Rhinelander gathering. E. M. Maxson of Milwaukee was added to the directorate and the constitution and by-laws,

which had been prepared by a well-chosen committee, were adopted.

One of the most important committees appointed at the Wausau meeting was the committee on statistics, of which I. H. Schoenhofen, Marshfield, is chairman. The other members are: A. G. Wilson, Rhinelander; P. M. Parker, Rice Lake; George Johnson, Milwaukee; Charles Gill, Wausau, and William C. Schreiber, Chicago. The aim will be to keep the information in the secretary's office for use by members covering prices, stocks, production and other statistical data important to the membership.

President Humphrey named the following arbitration committee: A. J. Tipler, Green Bay; A. H. Barnard, Minneapolis; George Johnson, Milwaukee; F. J. Bissell, Wausau; H. F. Crosby, Rhinelander.

Under the general direction of Secretary Philip Monson the membership work will be carried on as fast as possible to cover the northern territory.

George C. Robson of the Kinzel Lumber Company, Merrill, and A. E. Solie, traffic manager of the Central Traffic Bureau, spoke before the gathering, Mr. Robson on the relations between the manufacturer and the wholesaler, and Mr. Solie on traffic matters. It was later arranged that he should represent the association in all future matters of this character.

Northern Traffic Man Gets Attention in Chicago

F. M. Ducker, representing the Northern Hemlock and Hardwood Manufacturers' Association and the White Cedar Shingle Manufacturers' Association, with headquarters at Oshkosh, Wis., secured sufficient attention before the Western Classification Committee of the railroads in Chicago last week to induce it to hold in abeyance changes in class rates on northern wood materials. He argued against the proposal of the carriers to place these goods under Class B rate with a minimum weight of 36,000 pounds. Mr. Ducker demonstrated that this would result in an increase of approximately 25 to 30 per cent over present lumber rates, and stated that as the classification of lumber and lumber products is already before the Interstate Commerce Commission in docket 8131 for early decision, the matter of putting lumber in new classes should be postponed until that decision is rendered.

The carriers concurred in this view and stated their willingness to hold up the projected move for the proper length of time.

Appalachian Logging Congress Postponed

Members of the Appalachian Logging Congress had expected to meet at Huntington, W. Va., from April 15 to 20 and to carefully go over the various manufacturing operations and analyze the logging conditions in that part of the country.

Henry Grinnell, secretary of the Congress, has just advised, however, that the plan has been given up and that there will be no meeting until the regular annual gathering.

Memphis Club Hears Addresses

Members of the Lumbermen's Club of Memphis at the regular + 3 monthly meeting of that organization at the Hotel Gayoso Saturday. March 31, listened to brilliant appeals for support of the League to In force Peace made by Bolton Smith of Memphis and John K. Doan, field secretary of the league. These gentlemen emphasized that the organization was designed to afford facilities for the maintenance of peace after the war was over and assured the club members that it was not a paci ficist but rather a preparedness league. Sentiment among members of the club strongly favored the ideas advanced by the speakers and, while no official action was taken by the club, it was quite clear that the or ganization would receive cordial support from individual members. The meeting was given over largely to the addresses of the two speakers and the regular order of business was therefore suspended. The usual luncheon was served. There were seventy-four members and visitors present.

Charles G. Kadel, chairman of the special committee which formed the employment bureau now being maintained by the club, reported that during March employment was found for forty-five persons in various departments of lumber and mill work, including thirty inspectors.

It was decided that the next meeting would be held at the home of the Colonial Country Club near White Station. Occasional meetings have been held there during the past two years and they have been wholly enjoyable.

Carriage Builders' National Association

Members of the Carriage Builders' National Association, who held a special meeting at the Hotel Gibson in Cincinnati last week, see in the "back-to-the-soil" movement, which is to be a part of the preparedness program, prospects of a boom in their business.

Governor Cox of Ohio and chief executives of other states are advocating the growing of greater crops, that there may be no danger of a food famine in the event of war, said Theodore Luth, president of the association. "Increased activities on the farm mean that more agricultural implements, wagons, automobile and buggies will have to be used. Our business is already good, but it is bound to be much better.

"We met today to discuss the freight traffic congestion, which is keeping us from making prompt shipment of carriages. We talked over the increasd price of material used in building carriages, but there is still much to be said in this connection and remedies to be proposed. Therefore I have called another meeting at the Hotel La Salle, Chicago, for June 27."

Forty leading carriage manufacturers of the United States attended the meeting, which was a continuation of the session held at the Gibson in February. Nothing definite was accomplished in the plan for beating the high cost of building carriages, wagons and auto bodies.

Emil E. Hess, treasurer of the Cincinnati Carriage Makers' Club, declared that many firms were having their men drive automobiles to distant points, as this is the only way to deliver machines that cannot be sent by freight to customers because of the shortage of railroad cars.

Cincinnati Carriage Makers Elect Officers

The Cincinnati Carriage Makers' Club has chosen for its president during the coming year H. H. Nelson of the American Carriage Company. At the first meeting of the new board of directors at the Business Men's Club last Tuesday the following other officers were elected: First vice-president, Howard S. Cox. Kelly-Springfield Tire Company: second vice-president. W. S. Rulison, W. F. Robertson Steel and Iron Company: secretary, W. J. R. Alexander, Wright Varnish Company; treasurer, Emil E. Hess, Sayers & Scoville Company. A tribute was paid the retiring president, Charles A. Fisher, whose administration has been highly successful. It was announced that Frank E. Hutcheson, editor of the Spokesman, will be chairman of the publicity committee.

George W. Huston, assistant secretary of the Carriage Builders' National Association, called attention to the meeting of members of that body, which President Theodore Luth called for March 28 last. At this meeting the carriage manufacturers discussed increased prices of material and necessity for standardizing buggies.

The association will hold its annual convention at the Hotel La Salle in Chicago next September. Last year it was held in Cincinnati and because of the assistance extended them by the Chamber of Commerce. officers of the organization already have begun a movement to bring the convention back to Cincinnati in 1918.

With the Trade

Allan McLean Killed at New Albany

Late on the afternoon of March 23, New Albany, Ind., situated directly across the Ohio river from Louisville, was visited by one of the most disastrous cyclones known in this district in many years. A total of thirty-eight lives were lost, while a property damage of \$1,500,000\$ wasrecorded, including a number of plants and residences, a path one half mile wide and three miles long being wiped almost clean. The storm missed the business section of the city completely.

Included in the wreckage were the woodworking plants of the Kahler Manufacturing Company, manufacturer of cabinets and automobile wood parts, and Jacobson & Sons, manufacturers of cabinets and special woodwork. The Kahler plant, consisting of two large concrete buildings, was totally demolished, six employes being killed in the wreck. F. H. Kahler was in the office at the time and was not injured. The loss was \$75,000, uninsured. Jacobson's loss was about \$15,000. Both plants are to be rebuilt at once. The lumber yard of the Churchill-Milton Lumber Company, adjoining the Jacobson plant, was hardly touched, a few stacks of lumber being overturned and scattered.

Among the dead was Allan McLean, manager of the timber department of the Wood-Mosaic Company, large manufacturer of walnut, oak and other timber. Mr. McLean was ill at his home at the time the storm broke, and was so badly crushed by a falling wall that he died the next morning, following an operation. Mrs. McLean was not seriously hurt, and accompanied the remains to Ottawa, Can., Mr. McLean's former home. Mr. McLean is survived by a number of brothers in the lumber business, among whom are W. A. McLean, head of the Wood-Mosaic Company; Hugh McLean of the Hugh McLean Lumber Company, Buffalo; R. D. Mc-Lean, president of the McLean Mahogany and Cedar Company, Buffalo; Angus McLean, president of the Bathhurst Lumber Company, Bathhurst, N. B.; his father, Donald McLean, of Thurso, Quebec; and a brother-inlaw, Hannon Barclay, secretary of the Wood-Mosaic Company.

Resolutions adopted by the Louisville Hardwood Club in connection with the death of Allan McLean of the Wood-Mosaic Company, New Albany, Ind., killed in the cyclone of March 23:

Whereas The members of the Louisville Hardwood Club being deeply Whereas. The members of the Louisville Hardwood Club being deeply grieved at the very sudden and untimely death of our friend and brother member, Allan McLean, endeavor to record their appreciation of his unblemished reputation and untainted character and the affectionate regard with which they shall cherish his memory, and.

Whereas, It is most unfortunate that one, who had just blossomed out into the fullness of life, should be so soon called upon to cross the valley of the shadow of death, and,

Whereas, Realizing that we cannot say anything to soften the grief or mitigate the loneliness that must come to his family at this time, however, be it

RESOLVED, That these resolutions be spread upon the minutes, and copies thereof be sent our departed friend's family, extending our deepest sympathies at this hour of bereavement.

ALLAN McLEAN. An Appreciation By G. D. Crain, Jr.

Allan McLean is dead; and with his death there passed a hero. His death, in the crash and chaos of a destructive tornado, was not more heroic than his life.

He was one of a family of big men and he was a big man. Not physically, but in spirit. Handicapped by ill health, he was not merely brave, Constantly forced to his bed by physical weakness, but cheerful. the strength of a great spirit shone ever from his eyes. His smile was that of a brave soul which would not yield to adversity.

Allen McLean was such a man as every man would like to be. He was able to carry his own burden, and still lift some of the weight of the world. He was strong enough to forget himself and enthuse over the interests of others. His capacity for enjoyment limited by his physical condition, he nevertheless drained the cup of life to the last drop.

Allan McLean has passed away: but he will always be remembered. Let this be his epitaph: Here lies a hero not of the battlefield, but of life.

Geo. D. Burgess Has Relapse

Word was received from Memphis early in the week stating that the condition of Geo. D. Burgess of Russe & Burgess, Inc., Memphis, and president of the National Lumber Exporters' Association, was much worse, and that his family and friends felt very apprehensive as to the outcome. Burgess was taken ill in New York while on a business trip right after the annual meeting of the National Lumber Exporters' Association in Pittsburgh, which he managed to attend, and was later brought to the home of his sister, Miss Evelyn Early, in Baltimore. Here he recovered sufficiently to be taken to Memphis, where he continued to make headway for a time. His relapse is a great disappointment to his many friends.

C. A. Goodyear Lumber Company Goes into Southern Field

Lamont Rowlands, vice-president and treasurer of the C. A. Goodyear Lumber Company, with headquarters at Chicago, got back last week from an extended trip South, where he was accompanied by Mrs. Rowlands and Miles Goodyear, president of the company, who met in conference with L. O. Crosby at New Orleans to effect the organization of the Goodyear Yellow Pine Company.

The company has secured 42,000 acres of virgin longleaf pine in Mississippi, this having been purchased from J. W. Blodgett, representing the last of his holdings in Pearl River county, Mississippi. Mr. Goodyear is still in the South, where with Mr. Crosby he is working out plans for the construction of two sawmills which will have a combined capacity of about 100,000,000 feet of yellow pine lumber a year. There will be accessory manufacturing facilities making possible the complete utilization of the tree. Among these will be modern for outers for paper manufacture.

This is the first move that the Goodyear people have made to go into the manufacture of southern pine on their own account, although they are well represented among important pine operations going under other names and in which other interests are afficiated. It is not yet decided where on the tracts the mills will be located. One of them will be on the Northeastern and the other on the Gulf & Ship Island lines. The first mill will probably be located either at Derby or Poplarville, and the other either at Lumberton or Columbia, although Picayane is being considered also. This question will be decided in time so that mill construction be completed to enable actual cutting by October.

The C. A. Goodyear hardwood mill at Tomah, Wis., has been permanently shut down and the work of dismantling it for shipment south is about underway. This is the highest type of mill in every particular. It is electrically driven by individual motors throughout and after having been properly altered to adapt it precisely to the new needs will constitute one of the manufacturing units. Extensive purchases of new equipment of a modern character in every particular are being made so as to fill out the manufacturing facilities in the most efficient and up-to-date manner. It is probable that the other mill will be steam driven. The combined equipment will involve the use of five band saws.

The Goodyear interests are represented in northern operations, in the west coast redwood, pine and fir territory, and the new unit will round out the organization completely. The three principals are well-known, Mr. Rowlands and Mr. Goodyear having been connected mainly in the North while Mr. Crosby is a Mississippian, who has had strong connections in pine operations for a long time.

John M. Smith Brought Back from Honduras

John M. Smith, formerly a prominent hardwood lumber operator at Dickson, Tenn., has been arrested in Honduras, and brought back to Tennessee to answer charges in connection with the bankruptcy of his concern at Dickson, which had liabilities of about \$100,000. The charge against Smith is that of falsifying his schedule of assets and liabilities. Nashville lumber concerns were creditors to the amount of \$10,000 or more. Smith at one time was in the trade at Nashville and had a good standing.

Lumberman's Son Joins the Colors

Wayne F. Palmer, son of Earl Palmer of the Ferguson-Palmer Company, Inc., Memphis, with headquarters at Memphis, has been graduated from Dartmouth college and, although he is a member of the submarine chaser reserve of the naval service, he is now, according to a letter received by his father, assigned as aide to the commandant of the Portsmouth navy yards, with the rank of ensign. Young Palmer broke the news of his enlistment in the naval service in a telegram to his father and the latter replied in characteristic fashion as follows: "The news in your wire is a bit tough and knocked us all in a heap. However, I am proud of you and of those who go with you from Dartmouth. Our country's chiefest dependence at this time is upon such young men as you and your companions who still retain faith in its institutions and who possess the will and the courage to defend that faith." In this connection it may be noted that young Mr. Palmer took the initiative in making application to the governor of New Hampshire for enlistment and for the graduation of his class, with the result that he is largely responsible for the fact that some forty young men are thus placed in the naval service.

New Laboratory Chief

Carlisle P. Winslow has been appointed chief of the Forest Products Laboratory, Madison, Wis., to succeed Howard F. Weiss, who resigned to accept a position with a private company engaged in research work. Mr. Winslow has been connected with the laboratory for several years and is well known as a scientist and investigator capable of doing the highest class of work. The government laboratory there has done a great deal for the country's lumber interests by investigating the properties and uses of woods, and especially the possibilities in the field of by-products. Mr. Winslow has been closely identified with that work and it may be taken for granted that the activities of the laboratory will continue along the same practical lines as heretofore.

Pertinent Information

Pushing the Webb Bill

The lumber organizations of this country are advocating the passage of the Webb bill by the present session of Congress. The Southern Pine Association and the western lumber interests are leading the fight. This law was in a fair way to pass at the late session, but was killed for lack of time. Under the existing laws of the United States, American manufacturers are forbidden to do the very thing which European governments encourage and practically require of their manufacturers, that is, co-operate in joint selling agencies for foreign trade. For the permanent prosperity of the United States it appears unquestioned that every possible barrier to the

extension of our foreign commerce should be removed. The Webb bill allows and encourages the formation of such selling agencies for foreign trade under federal supervision to prevent abuse of the privilege of thus organizing to get business.

Promoting Shipbuilding in Canada

Consul E. E. Young reports from Halifax, N. S., that a bill has been introduced in the provincial legislature with a view to promoting shipbuilding in Nova Scotia. It provides for the appointment of a commission of five and a secretary. The duties of the commission are to investigate the facilities existing within the province for the building or ships and the manufacturing industries incident thereto, and to make suggestions tending to the adoption of practical rules and regulations to encourage the utilization of all natural and other resources to facilitate the development of the shipuilding industry in Nova Scotia. Authority is given the commission to engage whatever technical or expert assistance may be necessary. The commission may, under the provisions of the bill, be created a body corporate by authority of the governor in council and when so created it will have the necessary authority and power to acquire ships by construction, purchase, lease, or otherwise, and to equip, maintain and operate such ships.

A shipbuilding plant with a capital of \$1,000,000 is in process of organization in St. John, and its successful completion is practically assured.

The company is known as the St. John Shipbuilding Company and will operate under a Dominion charter. It proposes building at first wooden ships with all sail or auxiliary oil-burning engines as power.

The ships will be built on the principle that obtained in the old days when St. John was celebrated for its shipbuilding industry, separate companies being formed for the building of each vessel, the owners to sell or operate the vessels as they may determine, the parent company to build the ships at cost plus ten per cent and turn them over to the owners at that figure.

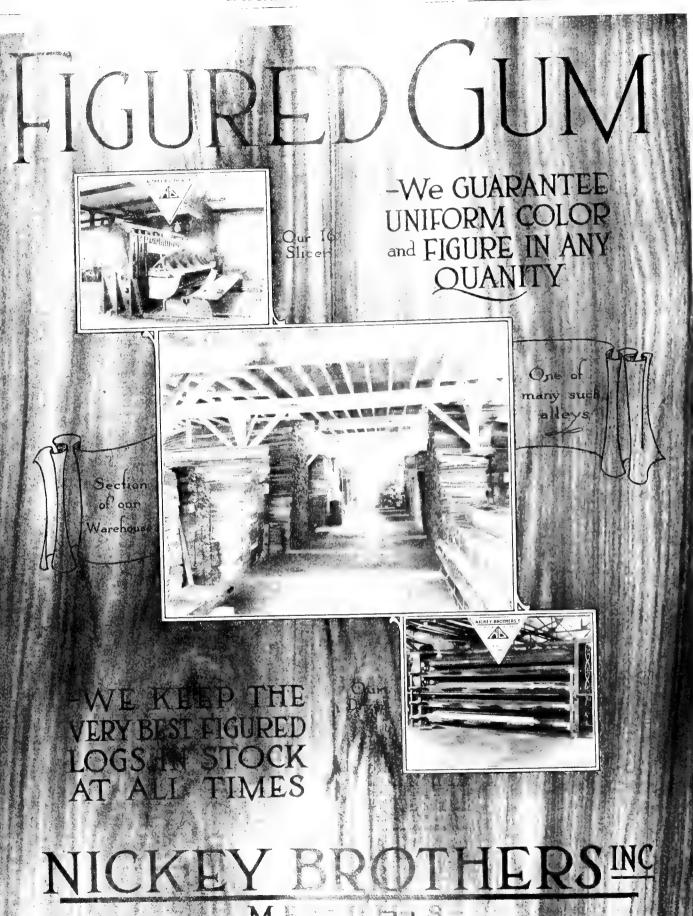
Memphis Car Shortage Increasingly Oppressive

Although lumber is moving in larger volume than for some time, the fact remains that the car shortage, as measured by the actual needs of the trade, is even more acute than it has been at any time this year. J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, takes this view of the subject and a number of prominent hardwood manufacturers say that, while getting more cars, they are securing a smaller percentage of their requirements than even a fortnight ago. This condition is explained by the rush orders that are in the market following the lifting of the recent embargoes. Consumers and distributers of hardwood lumber who have perforce allowed their stocks to get down to small proportions are trying to get them rehabilitated in short order and every manufacturer and wholesale dealer is experiencing an activity of demand that is quite striking. There appears to be an idea, too, that the government is going to have large orders to place for hardwood lumber and lumber products in carrying out its preparedness program and, since lumber interests here and elsewhere have signified their intention of giving preference to government orders over all others, general consumers and distributers are making an effort to get ahead of the government in securing their requirements for a while. There also seems to be a well established idea that the carrying out of its plans by the government will derange shipping still further and this is given as an added reason why there are so many rush orders in the market. Mr. Townshend said recently that more cars were being rushed South, but he saw little prospect of any improvement in shipping conditions for the immediate future. He pointed out that conditions are worse on the west side than on the east side lines.

Cotton interests are up against the same scarcity of cars as the lumber people. The transportation committee of the Memphis Cotton Exchange is quite as aggressive in its fight for relief for cotton men as the Southern Hardwood Traffic Association is in behalf of lumber shippers. Cotton and lumber are the two big tonnage items in the southern fields and particularly in the Memphis territory, and for once at least the railroads are making no discrimination as between cotton and lumber, being equally unable to take care of either. The Southern Hardwood Traffic Association continues to maintain its efficiency bureau, through which it is keeping in close touch with the needs of its members and through which it is keeping tab on the cars available. It is thus insuring as equitable distribution of cars as possible and is thus able to afford some slight measure of relief where relief must be had.

There has been no change in the plans of the Southwestern Hardwood Traffic Association which will hold the meeting at Little Rock scheduled for April 14 to deal with car shortage, freight rates and other pressing traffic problems. The west side lines, as already suggested, are giving even poorer service than those on the east side and every effort will be made at this coming meeting to handle the subject in such vigorous manner as to secure at least a fair measure of relief. Mr. Townshend, who acts in an advisory capacity to that organization, will attend the meeting.

The Southern Hardwood Traffic Association has asked the National Lumber Manufacturers' Association to lead the fight for proper dunnage allowance on the part of the railroads in all parts of the country. Members of the former have already gathered a great deal of information and data in conjunction with this subject and it will conjunction with the latter in the event it agrees to handle the subject.



How Thick Should Face Veneers Be?

Sanding Methods Emphasize a Question Which Is of General Importance

UTTING PANELS THROUGH THE SANDER is always a more or less ticklish job, in view of the possibilities of spoiling a piece by cutting through the veneer. If a face veneer is damaged in this way, it is possible to patch it up in some cases, but the job is always relatively unsatisfactory. In view of the labor and overhead expense which have gone into the manufacture of a panel up to the sanding point, it is obvious that the loss of one through an error of this kind is more than is represented by the value of the material which it contains.

This has demanded careful adjustment of the drums so as to cut just enough, and careful attention to the sandpaper to avoid any stretching, which is likely to cause the application of too much pressure at a certain point, and cutting through there. Some of the sanders have automatic adjustments which control this feature, while others need to be adjusted by hand. But this is a proposition which is of obvious importance.

In this connection a big veneer manufacturer and jobber, who handles a lot of fancy face veneers, said recently that he had noticed an increased call for thicker veneers of late from some of the important panel manufacturers. This demand involved supplying veneers 1/20" to 1/24" thick instead of those which are 1/28" or 1/32". The veneer man said that the explanation given him was that the newer types of sanders are taking off more, and that in order to "play it safe" the panel men were using somewhat thicker stock.

Investigation of this suggestion among machinery manufacturers indicated that no radical changes in sander design have been made. One concern is putting out a sander for which greater speed is claimed, but it is contended that it is possible to adjust it so accurately that no matter how thin the veneer there will be no danger of cutting through. Stock no thicker than 1/32", it was stated, can be handled without any difficulty, even at the increased speeds at which the machine is operated.

On the other hand, it has been pointed out that speed in sanding is not a matter of arbitrary decision, but is due simply to the ability of the sand-paper to cut the wood. The reason sanders are operated at slow speeds is because the capacity of the abrasive material is limited. Increasing the production of the machine is therefore a question of improving the methods of sanding, apparently, as the speed ratio is the result and not the cause.

But without attempting to argue the point with the machinery experts, the fact that some condition connected with sanding panels has suggested the use of thicker stock is sufficiently interesting in itself to invite attention. In fact, the writer believes that such a development is to be commended, because the tendency in the other direction has been so strong as to be positively dangerous.

About the only kind of veneered work which has been given all that is coming to it in the matter of thickness is veneered doors. Those that are exposed to the elements, it is realized, must be properly protected, not only by the use of numerous coats of varnish, but by a thick sheet of veneer. Hence it is customary to find veneered doors placed in exposed positions with face veneers of \(\frac{1}{8}'' \) or thicker stock. Door panels generally, however, have been made of exceedingly thin material, insomuch as these surfaces do not come in contact with objects which are likely to damage them, and the thin material is therefore safe.

But when it comes down to the manufacture of panels and tops for furniture, which gets notoriously hard usage, a different plan has been in evidence. From relatively thick surfacing veneers, which were demanded in the early days of veneering, manufacturers have been cutting down to material which is, in the opinion of many, dangerously thin. That thirty-second stock is in use and ving a reasonable degree of satisfaction may prove that this is thick enough; and then, again, it may only go to show that defects which are not serious enough to volve rejection in themselves result ultimately in the work getting into a condition which is a reflection on the furniture manufacturer and on the concern which supplied the veneered work.

In the first place, as suggested, using excessively thin veneer stock means that the danger of damage in sanding is increased. The "take-a-chance" idea back of this proposition is not in line with modern standards of manufacturing glued-up work. The essence of good workmanship is care as to the details, and using material which is thinner than it should be violates the first principle of the proposition. Taking a chance should be eliminated in favor of safety first.

Another point in this connection is that every engineer believes in having a margin of safety to go on. If materials were figured only with a view of taking care of normal stresses, accidents would be much more frequent, because abnormal conditions, which cannot be specifically foreseen, are constantly occurring. In order that they may be met without danger, the engineer provides a factor of safety broad enough to take care of unforeseen strains and stresses, and thus insures the permanence of his structure.

In building up tops and panels the margin of safety should be provided at the point where it is most needed—on the face. The corestock is always thick enough, and the crossbanding is not subjected to the strains growing

out of contact with other objects. The face veneer, however, is constantly bumped about. In the case of diningroom furniture, such as buffets, the doors are constantly slammed shut, and children playing about such furniture are not known to use particular care as to gentleness.

Heavy objects are placed on tables. Dishes and other containers are banged down upon them. Sewing machine tops come in contact with scissors and other metal objects, the weight of which, coupled with the force with which they are sometimes thrown aside, is sufficient to come near breaking the fiber of the wood. The edges of the tops and panels are particularly susceptible to injury, and it is here, as a rule, that the defect is noticeable.

It is true that poor gluing may aggravate this condition. If the veneer is loose at the edges, due perhaps to the use of cauls which were not properly equalized, the shocks and strains which it receives are the more effective in causing it to break, though the writer has seen examples of damaged veneered work where the surface of the veneer was torn off, but the under portion of the material still adhered to the section below, showing that the glue had done all that was expected of it. This simply emphasizes the idea developed above, that every feature of the work is important, and that all must be right in order that permanence may be achieved.

The manufacturers of veneers are not altogether without fault in connection with the disposition on the part of consumers to use thin stock. Competition has sometimes been based on this feature, one manufacturer, in order to break in, suggesting that the buyer use a somewhat thinner veneer, and assuring him that it would give satisfaction. It has even been said, in times gone by —it is hoped that this is no longer the case—that veneer men, meeting unfair competition in the form of stock thinner than it was supposed to be, fighting the devil with fire, and themselves cutting the stock down below the specified thickness in order to meet the price established by the other fellow.

But whatever the reason for too-thin veneers—whether the consumer or the manufacturer is to blame—the fact remains that the tendency should be checked. If the developments in the design and operation of sanding machines do not encourage thicker stock, the manufacturers of their own volition should establish standards in this respect, calling not for veneers as thin as will "get by," but as thick as necessary, the character of the work and the ultimate satisfaction of the user both being taken into account.

Comment is sometimes heard that veneered work made in the early days has come down to the present in excellent condition. This is true in spite of the less efficient equipment which was available. Hand methods were necessarily in vogue, and without the aid of the powerful and accurate machines now installed the panel man of those days, nevertheless turned out first-rate jobs, as evidenced by the fact that they went into service and stood the wear and tear in excellent style.

The most conspicuous difference between veneered work of those days and these, it must be said, is that thicker stock was employed. This may have been a virtue of necessity, since veneer saws were not able to cut thin stock so readily as those employed today. But whatever the compelling motive, the fact remains that these heavy face veneers have been able to stand the gaff. They made the name "veneered work" good, and made the public willing to use furniture with veneered tops and panels. Now that veneers are being made thinner and thinner, with only an occasional reaction in favor of thick stock, it seems worth while to stop and consider whether the trade is not approaching the point where "About face!" should be the order of the day.

G. D. C., Jr.

Money Often Made in Specialized Industries

It would be worth the while of many woodworkers, and possibly this holds particularly true to those working in veneers and thin woods, to make a careful study of import and export data to the end that they might get a line on many articles which formerly were imported and which now must be made at home if they are to find a place in the American household. Many of these articles, toys of all types and descriptions for instance, have been coming into this country for years and in many cases these articles offer a particularly attractive opportunity to work up a specialized industry so that the organization and equipment of a major industry may be put to the task of using waste and inferior raw materials. This in many cases would make possible the purchase of raw material which in the aggregate averages a less cost than if the major product alone occupied the attention of the organization.

It is worth while also for the veneer manufacturer and the woodworking factory using veneers to study the peculiar adaptability of this material, for it is in broadening its uses that it can be made to take the place which it properly deserves in American industrial circles.

Save This Waste!

It is obvious that if the woodworker buys a flitch of veneers that has run about eight feet long and through improper piling and inadequate protection to the ends these sheets become split and splintered on both extremities, he is losing in actual money precisely the amount to which the damaged ends when cut off would figure in dollars and cents on the basis of cost per square foot. In other words, if the flitch averages 12 inches wide and the wood is so damaged at the ends that three inches must be cut off each piece, there is an half foot of waste on each sheet of veneer. It wouldn't take long on this basis to make the waste in handling high priced veneer and even in the moderate priced stock run into real money.

Isn't it worth while to use every possible effort within reason to protect the stuff at all stages of its handling rather than as in some places allowing it to stand out loosely piled with the sheets slipping and spreading around so that everybody who happens through is just as liable as not to take out a chunk from one or more of them by a careless step?

Natural causes are responsible for enough waste due to endchecking. In fact, so great is the toll from this cause that it would seem but natural for a man who spends his good money for high-priced veneers to do everything he can not only to obviate naturally induced defects, but to prevent any damage that results from other than natural causes.







Highly Specialized Workmanship

Completely Developed Facilities

The two phrases above represent what is absolutely essential to successful panel manufacture. Our policy has been to educate all of our workmen as closely as possible along specific lines, and to omit no item of equipment that would help make for more nearly perfect service.

The supreme test of efficiency in veneer laying is admittedly the ability to successfully veneer bent shapes. It was on this work that the reputation and growth of our business was founded—this and a quite uncommon bent for artistic matching.

And remember, when you are ready to order we have a complete selection of veneers for your choice.

F. EGGERS VENEER SEATING COMPANY

TWO RIVERS,

WISCONSIN

PERKINS GLUE COMPANY

SOLE MANUFACTURERS
AND SELLING AGENTS
PERKINS
Vegetable Veneer Glue
(PATENTED JULY 2, 1912)

805 J. M. S. BUILDING SOUTH BEND, INDIANA



Fine Face in Doors

We have reached the point where there is a fair volume of consumption of comparatively fine face wood in door making. Perhaps there are exceptional cases where face wood in extra fine doors is comparable with the finest figured wood used in cabinet work, but, generally speaking, there is not a great quantity of what might be termed the finest face veneer used in doors. There is, however, a goodly use of the more expensive figured wood, including mahogany, walnut, oak and gum, as well as a seeking for figure effects in birch, fir and ash.

This fine face in doors is largely confined to special order work. It has not yet entered extensively into the making up of stock doors.

The veneered door, as a stock door proposition, has become the most conspicuous item in the sash and door trade; and with a tendency toward the big one and two panels, there is a growing predominance of the veneered panel in the making up of stock doors.

What seems to be needed is a little more venturesome spirit among the stock door manufacturers to the end that they will make up more stock doors in the finer face. This should not only result in increasing the consumption of fine face veneer in stock doors, but it should make it practical to turn out these doors at a somewhat lower price than on special orders, which, in turn, should contribute its mite toward enlarging the trade.

There is no call to do rash things, but there is room for some good work along the idea of developing the practice of putting finer face into stock doors, instead of reserving this entirely for special orders.

Painting Veneered Woodwork

From time to time one of the questions raised in connection with the use of veneer and built-up panels for work that heretofore has been done in the solid is that of paint, whether it is to
be treated the same as solid lumber in the process of painting,
or whether some special process is necessary to secure the right
kind of a paint finish on veneer. Occasionally one hears complaint that when painted in the regulation way veneered work will
show raised grain, which spoils the finished apearance.

Veneered work will take paint the same as solid work and should receive the same treatment and vield similar results. Certain things are to be considered, however. For one thing, it should be remembered that rotary and sliced veneer has a wrong side and a right side, or an inside and an outside. Every man who knows the veneer business should know that the outside should be turned out because the wood is smoother and more compact. If a sheet of rotary cut veneer is turned inside out in making up a panel there is a chance that when that panel is finished with paint it may show some loose grain, especially if it is thick veneer and happens to be loosely cut. There are concerns which cut veneer from 1-16 to 1/8 so firmly that it is difficult to tell the outside from the inside, and perhaps a satisfactory job would result in painting either side of this kind of veneer. But others cut veneer loose, and when this is done, if it should be used wrong side out, the final result would be loose grain or checks in the face, no matter whether finished with paint or varnish.

Ordinarily, the raising of the grain by any paint or finish, whether of solid wood or veneer, is because the wood is not thoroughly dry when it is finished. Take a job in solid wood, for example, and let the stock be put through the planer before it is thoroughly dry. After it is finished with either paint or varnish, it is likely to do what is termed "graining out." That is, some of the grain will shrink away and leave the other with the same effect as if it had raised. Apply this same theory to built-up work and one can understand how built-up panels might show a raised grain.

Much depends upon the sanding. If the face has been sanded heavily with comparatively dull paper and excessive pressure, there is a beating down or stringing out of the fibers of the wood, which may cause trouble by rising afterward. This, however, would take place on solid wood as well as on the veneered tace, and with varnish finish as well as with paint. Any woodwork to be finished with either varnish or paint should have the face of the wood itself put in proper condition to receive the finish. And what is proper treatment for solid wood is also proper for veneered work. When the proper treatment has been accorded, built-up or veneered panels should take the same finish in the same manner as solid work, whether it be varnish, plain paint or special enamels, or whether it be brushed, sprayed, or dipped.

Complete Plans for Rebuilding Factory

The Hydraulic Press Manufacturing Company, Mount Gilead, O., which among a variegated line of other articles manufactures hydraulic veneer presses, announces that detailed plans are completed for the rebuilding of the burned portion of the plant. Two additional buildings are to be added at the same time, thus giving much expanded facilities. These two new buildings, with the two which will be replaced, will house the machine shop, a three-story stock room, new power plant and structural and forge shop. The highest type of construction will be used throughout.

In the new machine shop new equipment will include an electric traveling crane of twenty tons' capacity, and two smaller cranes of two tons' capacity, operating in each side wing of the building There will also be new boring mills, milling machines, lathes, planers, etc.

The storeroom will be equipped with modern electric elevators and other labor-saving devices, while the new power plant will have a 300 H. P. Corliss engine and a 300 H. P. water tube boiler with automatic stoker.

The new structural and forge shop will be of large proportions, thoroughly equipped in every particular. Ground is already broken for the new power plant and it is planned to have the old and new works completed and in operation by July 1.

A Definite Means of Improving Veneer Crating

The Forest Service, through its Madison, Wis., laboratory, recently completed extensive and illuminating experiments in the proper manufacture of boxes. It demonstrated that by a shifting of the nailing arrangement and the addition of a few nails in each box, a cheaper box of immensely greater strength could be manufactured by anybody.

The handling of veneers in crates necessitates a crate of real strength and rigid character. The findings of the Forest Service in its investigation of box manufacture should be suggestive at least to those who ship out veneers in crates. It was demonstrated in the experiment that the arrangement of the nails had more to do with the efficiency than does the number as the increase in the number in each box was so small as to make it not worthy of consideration.

Fire broke out in the plant of the Maryland Veneer and Basket Company's plant at Westport, Md., just outside Baltimore, on April 3, but caused only slight damage.

At Brooklyn, N. Y., the Standard Veneer and Panel Company, manufacturer and exporter of veneered panels, has been organized with offices in the Bush Terminal building.

The Austin Veneer and Lumber Company, Chicago, is now known as the S. J. Austin Veneer Company.

The Martin Veneer Company, Pascagoula, Miss., recently suffered a loss by fire.

The Lundgren & Hedlund Veneer Company has been organized to do a lumber and veneer brokerage business at Rockford, Ill.

American Walnut Veneers IT WILL PAY YOU WELL TO SEE OUR LINE OF SAMPLES OF Sliced with Pronounced Stripe Half Round Grain Figure Figured Butts Crotch Now offering veneers from our last cutting —nicely figured wood of good color—at quite reasonable prices THE LOUISVILLE VENEER MILLS Mirs. American Walnut, Figured Gim, Mahogany LOUISVILLE, KENTUCKY

The Art of Judging Veneer

Some of the Wrinkles That the Purchaser Should Try to Understand



YOU CONTEMPLATE BUYING HORSES, whether you buy them as an individual, as a corporation, or as a government, the logical course to follow is that of either informing your-

self on the subject of how to judge horses, or deputizing some one who understands the art, and let him conduct the purchase. Moreover, those posted in horse lore have certain specific points to judge animals by.

It is just as reasonable to argue that in the purchase of veneer one should have knowledge of the essential points in judging veneer as it is to turn to specialized knowledge in case of buying horses. Too often, however, there is a disposition to consider that veneer is veneer and that the main point is to specify certain grades and sizes and then to see how shrewd a bargain can be driven by shopping around and playing a sort of psychological game with those who have veneer to sell.

Aside from grades and sizes, there are several interesting features to study if one would qualify to judge veneers intelligently.

In the matter of defects there are checks and worm holes that are so minute that they may be overlooked, and these call for a little special attention. There are wrinkles; there is the matter of dryness, casehardening in the process of drying or what might be termed harsh drying; there is a factor of roughness in the face of sawed veneer which tells its own story to the expert—really there are as many points about judging veneer as there are points for judging horse flesh. It is simply a matter of coming to know them and to understand their significance.

Wrinkles, for example, in such veneer as 1/20th cross-banding, are likely to be misleading to those not well informed. A veneer manufacturer who prides himself on the quality of his product related an incident that is fairly illustrative here. He said that in calling upon one of his customers, the customer took him to task about the wrinkles in his veneer, and asked him why he couldn't furnish smooth, flat dried stock, like he had been obtaining recently from some one else. He took the veneer man out and showed him the stock, which, as has been stated, was flat and mighty neat and smooth-looking as compared to his own stock, which showed considerable wrinkles.

After examining the stock awhile this veneer man told his customer that the thorough dryness of his stock was the cause of it having wrinkled and that the other stock, while seemingly dry, was not thoroughly dry, and if it should be put in a kiln and thoroughly dried he would find that it too would show wrinkles.

In this case the veneer man proved his point and easily saved the standing of his veneer in the eyes of the customer. It is a mistake, however, to assume that wrinkles are an essential indication of dryness. Veneer, when thoroughly dried, suspended in kilns or laying in racks, will generally show wrinkles, and in such a case they are a sign of dryness. It is practical to thoroughly dry veneer, however, by several different methods and have it flat and smooth and comparatively free from wrinkles. So the man who would insist upon wrinkles as earmarks of dryness might fool himself just as badly as the man who mistakes wrinkles as representing poor stock.

this matter of studying the elements of dryness in veneer, it is well to take some notice of how the stock has been dried, whether it has been made harsh or casehardened as some call it. Manufacturers of hardwood lumber have learned during recent years that the condition of the lumber for working after it is dry often depends materially upon the process followed or the care exercised in the kiln-drying. They call it drying lumber hard and drying it soft, because in the one case the lumber comes through very hard and shelly, while in the other case it may be just as thoroughly dry and very soft and comparatively easy to work. The drying has not materially added to the hardness of the stock. We find this same element in the drying of veneer, and it is a thing that merits some study, because when one becomes expert in judging the moisture condition of the stock he has a knowledge that is of value in buying veneer.

In judging sawed veneer, usually the first point for consideration is that of the figure appearing, especially if it is quartered oak or quartered gum. In the case of quartered oak, the next point of interest is that of the texture of the wood, and accompanying it is the matter of the smoothness of the face.

Presumably all veneer should be smoothly sawed. What is in mind here, however, is a species of roughness which sometimes develops in veneer that has been smoothly sawed. When from a rapid growing timber, with wide variations in texture between the summer growth and the winter growth, careful examination will show that the surface of the wood is wavy, that in drying out the softer streaks have shrunk more than the hard ones, making a series of waves and producing a species of rougness in the face which indicates plainly a lack of even texture in the wood.

Attention has been directed here more specifically to these points in judging veneer because they are among the things likely to be overlooked by the inexperienced buyer, or passed over lightly without enough significance being attached to them. The fact is, they often play an important part in determining the value of veneer for some specific purpose. So the man who is in a position

WALNUT

You buy shoes from a shoe store because it specializes in shoes. By the same reasoning you should buy walnut where walnut is the exclusive product; where concentration on one wood has made possible specialized study of every point of manufacture and handling. If you would understand the methods which have made our walnut accepted as standard, you are cordially invited "to see it done" at



our plant

This Plant produced Seventeen Million Feet of American Black Walnut last year—but will go much beyond that this year.

Pickrel Walnut Co. ST. LOUIS, MO.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



to judge on these points may know much better whether he is getting his money's worth than one who passes over them lightly, and he also may find in these, matter of more weight than some slight difference in price between the offerings of those seeking to sell him veneer.

J. C. T.



QUARTERS OF THE CHICAGO VENEER COMPANY AT FIFTEENTH PLACE AND WESTERN AVENUE, CHICAGO.

Keep the Knife in the Log

In the matter of getting results out of rotary veneer machines the best general slogan that can be tacked up is: "Keep the Knife in the Log." This is the same logic that has been tried and tested in sawmilling operations.

There are various speeds and different sizes, kinds, and qualities of blocks, but after all, the most important thing is to keep the knife working. The speed at which machines should be operated is largely determined by the work in each individual case; by the size of the blocks, the kind of wood and the nature and thickness of the veneer being cut. But, finally, the capacity depends more upon keeping the knife cutting than upon variations in speed. A machine runing comparatively slowly which is kept cutting steadily with few halts and hitches and with but little lost time in taking out cores and putting in blocks will yield more in the way of capacity than a machine operated at high speed with frequent stops because of knife or pressure bar trouble, chucks slipping, or burst blocks.

The right idea to follow in this work is to adjust the machine speed to accord with the physical needs of local conditions. Then look carefully after the knife, the pressure bar and other machine parts, that they may perform their work without interruption and produce the quality of product desired.

With sensible attention to careful peeling and cleaning the logs so that time may not be lost on account of gravel, grit or other objectionable matter in the face of the block, the maximum employment for the cutting parts will give the maximum capacity results.

Chance for Panel Exploitation

There is a movement for better homes abroad in the land, and the furniture folks are talking about raising and expending a million dollars in a campaign for furniture advertising. They are going about it in a manner that indicates that it is to be done and not merely talked about.

This may be expected to result in many interesting displays in various parts of the country, which should furnish splendid opportunity for the exploitation of veneer panels. Fine panels, as a backing for show window display or wall effects in room displays, improve the effect all around and lend encouragement to the development of paneling for interior finish in homes.

Moreover, it seems to be in order for the veneer and panel manufacturer to show a spirit of co-operation with the furniture folks, and there is really not a better chance which suggests itself of manifesting this spirit than by seeking for co-operation in exhibits with a comprehensive display of paneling and panel effects along with the showing of furniture, either in show windows, rooms or in big expositions.

Chicago Veneer Company Moves Sales Office

As a result of expanding business and increasing capacity for keeping close to the buying trade, the Chicago Veneer Company of Danville, Ky., opened a Chicago warehouse at Fifteenth place and Western avenue several years ago. In this had been carried a large assortment of rotary stock which has enabled efficient handling of less than carload orders, making possible prompt shipment out of Chicago.

This business has developed so rapidly that its further demands necessitated new arrangements, and a decision was recently reached to have the Chicago Veneer Company of Illinois act as exclusive selling agent, to not only sell stock out of the Chicago warehouse, but to handle all sales and shipments direct from the mills at Danville, Ky., and Clarendon, Ark. All correspondence in regard to orders or shipments should be addressed after April 1 to the Chicago Veneer Company, Fifteenth place and Western avenue, Chicago.

The officers of the Chicago Veneer Company of Illinois are: Benjamin W. Lord, president; S. J. Glanton, treasurer, and W. A. Webster, secretary.

Canada

Forestry in Pennsylvania

The report of the Pennsylva, la state forest service for 1914-1915 has been published in book form, 244 pages. Much of the report is devoted to the personnel of the service and the management of the property. That state is a leader among the states in forestry work. It owns large tracts of land and is planting young trees in large numbers, besides taking care of those which nature planted. The legislatures of Pennsylvania have been liberal and broad-minded in supporting the forest service of the state. The waste tracts in the lumbering and mining districts are being put to work growing timber for the people who will need it in years

Unique Forestry School

The Lincoln Memorial University at Cumberland Gap, Tenn., has inaugurated a unique forestry school for the benefit of the young men of that region who intend to follow lumbering in any of its branches. It is a one-year course, divided in four terms of three months each, so arranged that each term is measureably complete in itself. The object of that arrangement is to give something to each pupil, though he may not attend the whole year. Each term will round out some particular course of instruction which will equip the student for work along that line. It is not intended to turn out technical foresters, but rather men who want to prepare themselves for better work than the untrained man is able to do. The plan was worked out after consulting with the United States Forest Service.

Lumber Aid Offered in Ship Building

"The lumber industry of America will do anything in its power to help the government in the international crisis, and that utmost will not be small. I personally will give my services to this board, if I can be used, for any purpose whatsoever, if nothing more than going to mills and inspecting lumber, needed by this government."

This was the announcement to the federal shipping board by R. H. Downman of New Orleans, president of the National Lumber Manufacturers' Association, and also executive head of the cypress manufacturers with their great interests in the South. Mr. Downman strongly urged the immediate expansion of the wooden shipbuilding industry, because of the speed with which wooden ships could be turned out to fill any void caused by submarine activities. Mr. Downman told the members of the shipping board that there is plenty of lumber in sight, and the board was inclined to go deeply into the suggestion that by adopting a standardized design of wooden ship, the mills of the entire nation can rapidly cut ship timbers of the uniform specifications, and thus greatly speed up the building of

Estimates by the shipping board of the cost of wooden ships were that they could be constructed for from \$75 to \$100 per capacity ton, as compared with \$200 for the steel ships. The best estimates made at the conference were that 1,000 large wooden ships could be built for \$200,000,-000. Canada already has contracts for \$200,000,000 worth of wooden ships, nearly all of wood, and the United States has infinitely greater manufacturing capacity. The ships as a rule will be schooner rigged, with auxiliary power. Maine can build 50 at a time, and if Canadian contracts under war conditions are a good criterion these ships can be completed in two months. The Pacific coast yards are already, with no speeding-up campaign started, building 68 vessels. The gulf coast capacity was not stated in figures, but will be large. The great lakes can also aid in this construction.

Fiji Islands Have Timber

Consul A. A. Winslow, Aukland, New Zealand, says that according to recent published reports, the Fiji Islands contain extensive and valuable forests that are available for development. They are said to contain woods equal to Mexican mahogany, Circassian walnut, kauri, etc., and in large quantities.

One firm is reported to have obtained 'a concession covering about 300,000 acres on one island that is estimated to contain 700,000,000 feet of high-grade lumber, with an annual local consumption of about 11,-500,000 feet, of which about 4,000,000 feet go into shooks for banana shipments.

It is stated that logging operations are rather difficult but not insurmountable, but capital is necessary to bring about the best results. It is estimated that the average landed cost of imported lumber is \$35 per thousand feet, which could be supplied in the country if the proper mills were installed. There is plenty of cheap labor to develop the industry.

Departure in Rattan Furniture

A recent trade report by Consul George E. Anderson, Hongkong, China, says that the successful manufacture and shipment to the United States of knocked down or semi-manufactured rattan furniture has been commenced in Hongkong and exporters expect a big change in the course of the rattan furniture trade in consequence. It has been found impracticable to make and ship all models of such furniture, but in a general way furniture composed of rectangular parts may be made in parts here and shipped to be fully constructed in the United States. Inasmuch as most of present-day American style models of such furniture, both in the way of chairs, settees, tables, and various other pieces of furniture are made upon such lines, this necessity of the exporter fits in with the needs of the importer. Whereas about four pieces of ordinary rattan furniture average a ship's ton, 10 pieces of knocked-down furniture can be packed in the same space and be shipped for the same freight. Since freight is the largest single item in the cost of such goods in the United States, usually being equal to the original cost in Hongkong, the effect of this saving on such goods is evident.

Western Lumber Methods

Swift Berry of the United States Forest Service is the author of Bulletin 440 with the title: "Lumbering in the Sugar and Yellow Pine Region of California." It is a pamphlet of 100 pages, well written and handsomely illustrated, and for persons interested in the subject, it should prove of great value. It will interest the general reader as a contribution to current industrial history, for that is really what the bulletin is. It enters into details of timber supply, logging, and sawing of the two principal pines of the Pacific coast. The lumber from those pines is finding its way in large amounts into markets a long distance east of the Rocky Mountains.

High Rates Hurt American Lumber

Consul G. E. Anderson, reporting trade conditions at Hong Kong, China, says that on account of excessive sea rates on lumber from the United States, the sales of Douglas fir in that part of the Orient are decreasing, and the deficiency is being made up by Philippine woods and a little from Indo China and Japan. He says that it is uncertain whether the American product can win back what it has lost when freight rates again fall to normal. The mills in the forest are improving their methods of sawing and conditioning lumber in order to compete with the American product, and it is not known whether they will be able to hold the markets or not, but they are preparing to hold them.

Our Lumber Shipments to Belligerents

Our lumber trade with the belingerent nations has not wholly disap-
peared, according to the latest government report, which was for January
of this year. Following are the values of lumber shipments for January:
France\$ 78,206
Italy
United Kingdom
Canada
Total\$708,813
In addition to the foregoing, round and square timber was shipped in

the following values to these belligerents. France \$ 9,658

 Italy
 40,473

 United Kingdom
 58,673

 Canada
 10,382

Wood in its manufactured form, not including lumber, was shipped as below: below:
United Kingdom ... \$ 896
40,396

January Lumber Exports

The export of forest products from the United States to foreign countries during January, 1917, is summarized in the list which follows:

Value	Value
Round logs \$ 42,436 Doors, sash, and blinds	
Firewood 19,255 Furniture	
Square timber 185,291 Empty barrels	
Sawed lumber 1,873,705 Incubators	
Railroad ties 221,746 House fillings	
Shingles 9,541 Woodenware	
Box shooks 164,564 Woodpulp	
Barrel shooks 135,891 All other	679,217
Staves 350,340	
Heading 12,389 _ Total	
All other lumber\$ 212,778 Total in January, 1916	\$4,640,060

Hardwood News Notes

=≺ MISCELLANEOUS >-==

Paul P. Rover, Fred A. Day, John C. Robinson, Jr., and Stanley E. Bowdie recently organized the Bay Wood Heel Company at Cincinnati, O. The company is capitalized at \$10,000.

The Wabash Cabinet Company, Wabash, Ind., has increased its capital from \$150,000 to \$325,000.

At Grand Rapids, Mich., the London Manufacturing Company has been incorporated with \$20,000 capital to manufacture show cases. The incorporators are A. T. Moore, Claude P. Wukes and Ray W. Harris.

Lee Wilson & Co. (Inc.), Wilson, Ark., have surrendered their charter, but the business will be carried on as heretofore.

The Newman Lumber and Supply Company of Detroit, Mich., has become bankrupt, as has the Cairns Woodworking Company of East Hartford. Conn.

At Vevay, Ind., the Union Furniture Company has gone out of business.

The entire plant of the Kahler Company at New Albany, Ind., was recently destroyed by a tornado.

The Baker-Matthews Lumber Company has been incorporated under the same name at Sikeston, Mo., with \$30,000 capital.

Walter L. Dewitt, who carried on a wholesale and commission business at Traverse City, Mich., has removed to Oconto, Wis.

The Abingdon Column and Lumber Company of Abingdon, Va., has been

succeeded by the Alm., i.n. Manufacturing Company, while the Variety Turning and Furniture Company, Union City, Pa., has changed its name to the Eastman Manufacturing Company

The Shreve Chair Company, Union City, Pa., Richmond Cedar Works, Richmond, Va., suffered a loss by fire recently.

The Mifflinburg Body and Gear Company of Mifflinburg, Pa., has been absorbed by the Mifflinburg Buggy Company, and the Lansing Wagon Works of Lansing, Mich., has changed its style to the Lansing Body Company.

The Perkins Woodworking Company, Boston, Mass., is closing out.

Other recent incorporations are: The Bauer Woodworking Company, Fairhope, Ala., capital \$3,000; Warrior Lumber and Manufacturing Company, Tuscaloosa, Ala.; Hardwood Manufacturing Company, Ellisville, Miss., capital \$3,000; Cochrum Lumber Company, Knoxville, Tenn.; Lone Star Shipbuilding Company, Beaumont, Tex.; Wausau Mauufacturing Company, Wausau, Wis.; American Cabinet Manufacturing Company, New Albany, Ind.; Gordon Millwork Company, Painted Post. N. Y., capital stock \$25,000.

The Blue Ribbon Auto and Carriage Company of Bridgeport, Conn., is now the Blue Ribbon Body Company.

——< CHICAGO >—

Word has been received that Crawfordsville's (Indiana) pioneer hardwood man, S. Burkholder of the S. Burkholder Lumber Company of that town and Homer, Ia., is confined to his home with a broken arm.

Hardwood Record acknowledges receipt of a letter from the David Williams Company, 239 West Thirty-ninth street, New York, announcing the publication of Arthur's "Estimating Building Costs," a handy guide and textbook containing 218 pages of matter dealing with the subject. The book can be purchased for one dollar.

Lamont Rowlands of the C. A. Goodyear Lumber Company, Chicago, has just returned from a trip South in connection with the organization of the Goodyear Yellow Pine Company, detailed statement of which will be found under the trade items.

Otis A. Felger passed through the city on Thursday of this week, having just come in from a trip from Havana, Cuba. Mr. Felger has been operating the Felger-Robbins Company at Havana, this being a sawmill operation working on Cuban mahogany. Mr. Felger is also an operator in dye manufacture, having recently installed a plant near the Havana mill, where he has been converting logwood into dyes. He was called to Cuba by conditions incident to the revolution and found things there in such shape that before leaving he closed everything down tight for an indefinite period. He states that while the regular revolution is now a thing of the past and definitely broken up, the menace of the guerilla warfare, which is apparent in all of the outlying districts is so great as to make impossible sufficient log shipments to keep the mill going. He says that he does not know when he will be able to begin operating again, the date depending upon the speed with which the government runs down the scattered bands. Mr. Felger has cleaned up his Hanava yard, having shipped several hundred thousand feet of high-grade Cuban mahogany to his yards at Grand Rapids, Mich., where he makes his home and headquarters.

H. F. Below of the Below Lumber Company, Stanley, Wis., put in most of last week on local business and seemingly was quite successful in lining up some good future trade.

Clarence Boyle, Sr., Clarence Boyle, Inc., Chicago, returned the end of last week from an extended trip through southern hardwood producing territory. Mr. Boyle keeps in close personal touch with the mills and, being a practical lumberman, is able to analyze conditions in a thorough manner in these periodic visits.

Roy A. Hook, representing U. S. Epperson & Co., the mutual insurance people of Kansas City, Mo., came into Chicago last week for the manufacturers' meeting. He was able to turn up some business while in the city.

The Hardwood Manufacturers' Association of the United States had a strong delegation represented at the National Lumber Manufacturers' Association at Chicago last week, among those present being B. B. Burns, president, Huntington, W. Va.; assistant-to-the-president, Frank R. Gadd of Cincinnati; W. E. DeLaney, Lexington, Ky.; C. L. Harrison, Cape Girardeau, Mo. All of these gentlemen expressed themselves as being impressed with the remarkable strength of the present and the glowing prospect of the future in the bardwood business.

J. M. Pritchard and J. T. Kendall, secretaries respectively of the Gum Lumber Manufacturers' and the American Oak Manufacturers' associations, with headquarters at Memphis, are both enthusiastic as to the developments in that part of the country.

The northern hardwood associations—that is, the Michigan and the Wisconsin organizations—were represented respectively by W. C. Hull, president, Traverse City; J. W. Blodgett, Grand Rapids; J. C. Knox, Cadillac; C. T. Mitchell, Cadillac; F. L. Richardson, Alpena, for Michigan, and H. H. Butts, Park Falls; George H. Chapman, Stanley; O. T. Swan, secretary, Oshkosh; George E. Foster, Mellen; J. J. Lingle, Westboro; A. L. Osborn, Oshkosh; M. J. Fox, Iron Mountain, and R. B. Goodman, Goodman, for Wisconsin.

G. L. Forester of Asheville, N. C., was in attendance representing the Western Carolina Lumber & Timber Association.

While the hardwood operators are minor members when it comes to a

comparison of cut with that of the big softwood associations, they were the most enthasiastic supporters for the development plans of the Naccenal association when they were first promulgated, and had all accorded their formal support. The voices of the hardwood men were prominent in the councils of last week and hardwood men on all occasions demonstrated their ability to overlook petty factional differences and reunite in manimous support of lumber as a whole.

The Wm. S. Schreiber Lumber Company has been incorporated here with \$100,000 capital.

The Geiszl Millwork Manufacturing Company has been incorporated with \$1,000,000 capital. The company is located at \$53 North avenue.

The Edmanson Furniture Company has been incorporated to manufacture furniture.

=< BUFFALO >===

Buffalo held a rousing patriotic meeting in the Elmwood Music Hall on April 4 to manifest loyalty to the President in the present critical period. The meeting was called at the request of local business men. Among the vice presidents were O. E. Yeager and Councilman A. W. Kreinheder.

The Buffalo Hardwood Lumber Company furnished four or five varieties of hardwoods in the new state forestry college building at Syracuse, which exhibits many panels and samples of native woods. The forestry college now has a teaching staff of twenty-five and about 300 students. Its graduates are much in demand both in this country and abroad.

Hugh and R. D. McLean recently attended the funeral, at Ottawa, Canada, of their brother, Allen McLean, who lost his life in the tornado at New Albany, Ind. The deceased was at one time connected with the Buffalo lumber trade, but went West several years ago and became associated with his brother, W. A. McLean of the Wood-Mosaic Company.

The general lumber business of the late C. H. Stanton has been bought by R. G. Flanders, who was associated with him for about six months before his death. Mr. Flanders was for several years in the lumber business in Canada and before that time in Wisconsin. He will handle lumber from both these sections and also from the Pacific coast, occupying the office in the Law Exchange in which Mr. Stanton did business for several years.

There is some talk of reviving the old wooden shipbuilding industry in Buffalo harbor. The need of such tonnage is much greater than it used to be, especially such vessels as can go to salt water, but the difficulty is that ship carpenters are almost a thing of the past on the lakes, hardly enough being left to repair the old wooden vessels remaining. Buffalo has built no vessels of any account for several years. The lumber fleet is beginning to fit out here, but the tonnage is so scant that as a rule the vessel owners are waiting for shippers to come to them. The prospect is for rates higher than ever before, with rail competition the only limit.

Mrs. Clara Diamond Sullivan, wife of Frank T. Sullivan, died recently, after a short illness. She was associated with her husband and was not considered seriously ill until a day or two before her death. She leaves one daughter, the wife of Frank J. McNeil, a local lumberman.

Blakeslee, Perrin & Darling have recently received nearly 1,000,000 feet of various hardwoods and have closed a contract for a large block of thick oak, which is in good demand.

A. J. Elias has lately been giving much time to the promotion of Red Cross work in this city, having been a member of the membership committee. It is proposed to build a Red Cross base hospital of 100 beds in this city at a cost of \$75,000.

The prospect of discovering wealth in sawdust has led to spirited bidding for the covering of the area occupied by the Billy Sunday tabernacle. It is thought that as in other cities a good deal of loose change can be picked up by the successful bidder. The tabernacle walls are now razed, the lumber in the structure having been sold for a little less than \$6,000. Ground must be cleared for the opening of the baseball season there on May 3.

-----≺ PITTSBURGH ≻=

J. W. Hess, veteran wholesaler of this city, is pretty well satisfied with conditions except as to shipping and especially as to hauling lumber at the country mills. His mills in tri-state territory are badly handicapped because of the very bad roads there for several weeks.

The R. J. Munhail Lumber Company, which has been in business for years at 2224 Sidney Street, S. S., is advertising a large quantity of second-hand lumber, yard sizes, for sale, as it is vacating its leasehold on the south side.

Wholesalers in this city have already pledged enthusiastic support to President Wilson's war program, and at the recent convention many of them promised to give the government the use of their plants and products whenever required, at responsible terms.

whenever required, at reasonable terms.

D. L. Gillespie, head of D. L. Gillespie & Co., was injured considerably in an automobile accident recently at Los Angeles, where he has been spending a few weeks with his family. He is on the way to a sure recovery now, however.

II. F. Domhoff, president of the Acorn Lumber Company, reports an unusual demand for sound wormy chestnut. He says that there is only one policy for the hardwood concerns to pursue now, and that is to take only such business as it is certain can be delivered within reasonable time and for this to get first class prices.

The Kendall Lumber Company has all its mills running in good shape except its Cheat Haven plant, which will be started May first. Sales Manager Young reports the it miry for hardwoods to be better than a few months ago.

The Tionesta Lumber Company, one of the new wholesale concerns in Pittsburgh, is doing a very nice business from its northern Pennsylvania mills. Its stocks are fresh and the company is playing a conservative hand in promising nothing except what it can fulfill.

The plant of the Conewango Furniture Company at Warren, Pa., one of the most thrifty hardwood concerns in western Pennsylvania, was damaged \$8,000 by fire a few days ago. A large stock of mirrors and other finished furniture was destroyed.

=⊀ BOSTON >

The New England Lumber Company was chartered March 17 at Boston with paid in capital of \$50,000. The organizers include some well known lumbermen of this city, Herbert W. Bowler being president. He has been for some years with Holt & Bugbee Company, of the Charlestown district, and previous to that was for a considerable period the local inspector of the National Hardwood Lumber Association. Arthur R. Logan, vice-president, has long been identified with the trade in southern lumber. The Boston office of the company is at 176 Federal street, and a retail yard is being established at 155 to 175 Medford street, Charlestown, where it is planned to carry a stock of eastern and western hardwoods. The company will also have the exclusive agency of several large southern mill plants.

There has been a great relief in the embargo situation to New England, especially from the West, a number of the trunk lines being reported open for lumber, as well as removals of many prohibitions on the terminal roads here.

The I. N. Chase Lumber Company has moved to offices in the new Fidelity Trust building, 184 State street, Boston.

==≺ BALTIMORE **>**=

The building report for March shows that during the month permits for the erection of buildings of a declared value of \$853,045 were issued, with 92 additions calling for an outlay of \$92,125 and 889 alterations valued at \$177,800, a total of \$1,122,970. This is the largest total for any month so far during the current year, and affords gratifying evidence that construction work is on the increase. The showing, of course, becomes more favorable still when it is remembered that the extensive operations just outside the city in the immediate suburbs are not included.

The managing committee of the Baltimore Lumber Exchange, at its monthly meeting held last Monday afternoon, discussed informally the demand made by the stevedores and lumber handlers of the city for an advance from 40 to 65 cents per thousand feet. In view of the fact that not enough men have been available to take care expeditiously of the stocks brought in, and that large quantities of lumber cannot be piled when they should be stacked without delay, it is considered altogether probable that the demands of the handlers will have to be granted, at least in part. Of course, the holders of the stocks will endeavor to pass the increase on to the buyers, so that a further advance in prices seems certain. The lumbermen have offered 50 cents per 1,000 feet, while the handlers, it is said, would be willing to compromise on 55 cents.

David T. Carter & Co., have moved from the law building to the new yard on South Paca street, where a one-story office has been erected.

Walter B, Wessels, for some years with the James Lumber Company of this city, has been elected treasurer, succeeding in this office George B. Hunting, who has held the posts of vice-president and treasurer. Mr. Hunting remains vice-president. Mr. Wessels is well known to the trade and has been identified with the interests of the Messrs. James for a long time.

F. E. Willson of the Willson Brothers' Lumber Company, Pittsburgh, stopped in Baltimore last week on his way back after a month's stay in Florida. He visited the mills of his firm in the South and also got in touch with other manufacturers. He stated that the car shortage and freight embargoes were still proving quite troublesome and that the southern mills had resolved not to take any orders for embargoed points. Buyers must furnish assurances not only that railroads will receive shipments, but that these latter will be forwarded to destinations.

J. McD. Price, former secretary of the National Lumber Exporters' Association, who last December became a member of the wholesale hardwood firm of Price & Heald, has withdrawn to go into the same business under his own name. He has taken offices on the fifth floor of the Knickerbocker building, and has already thrown himself into the work. He has the best wishes of a large circle of friends in and out of the trade.

-----≺ COLUMBUS **>**=

According to the report of the Columbus building department for March, 1917, building operations were not so active as a year ago, which is accounted for on the grounds of extreme cold weather, which held up operations to a large extent. Many new building projects have been reported, and with good weather considerable activity is expected. For March the department issued 293 permits having a valuation of \$571,245, as compared with 340 permits and a valuation of \$868,935 in March,

1916. For the first three months of the year the department issued 469 permits having a valuation of \$931,910, as compared with 632 permits and a valuation of \$1,406,575 in the corresponding period in 1916.

The Joseph Leavitt Company, Youngstown, O., has been incorporated with a capital of \$5,000 to manufacture barrels. The incorporators are Joseph Leavitt, Rose Spero, Isaac Spero, F. S. Shulman and E. H. Shulman.

The Potter Lumber & Supply Company, Worthington, O., has been incorporated with a capital of \$50,000 to deal in lumber and builder's supplies. The incorporators are Howard Potter, B. S. Wallman, James D. Pinney, Harry Leasure and Richard Colburn.

The American Builders' Supply & Lumber Company, Cleveland, has been incorporated with a capital of \$25,000 to deal in lumber and supplies. The incorporators are L. S. Kaufman, Phillip Margolin, M. Margolin, B. Lederman and I. Narosny.

The Auto Woodstock & Ladder Company, Cleveland, has been incorporated with a capital of \$10,000 to manufacture ladders. The incorporators are H. F. Snyder, C. H. Snyder, R. W. Comstock, Albert Bihn and Philip Kund Mueller.

The Dodson Saw Mill Company, Columbus, is to be supplied with six vacant lots to be cultivated by the married men in the employ of the company. The Dodson company will furnish the necessary seeds and will have the lots plowed for the men and, in addition to this, each is to have a certain amount of time off each week to work in the gardens.

On the basis of a value of \$45,000, H. D. Brasher of the Brasher Lumber Company, Columbus, has leased a lot 60x187½ feet, located on the east side of Fourth street. A business block will be erected.

At Cambridge, Ohio, W. A. Hunt has been succeeded by W. O. Fairchild, The Smeed Box Company, Cleveland, has increased its capital stock to \$100,000.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods both from retailers and factories. Concerns making boxes and furniture are good customers. Prices are high and every change is towards higher levels. Shipments are slow in every section.

J. A. Ford of the Imperial Lumber Company reports a good demand for hardwoods, especially from the West Virginia producing sections. Prices are firm in every locality.

=----≺ CINCINNATI >--

The Wheeling and Lake Eric Railroad applied to the Public Utilities Commission for authority to issue \$4,620,000 of five per cent trust equipment bonds, the proceeds of which are to be used in purchasing twenty freight locomotives, 1,000 gondola cars and 1,000 hopper cars and in pledging \$4,122,000 of bonds used for equipment and in acquiring part of the Lorain and West Virginia Railroad.

The Barney & Smith Car Company, Dayton, Ohio, will in a few days deliver to the Eric Railroad two dining cars representing the latest development in coach design. A radical departure has been made from the scatting arrangement commonly employed, the tables being located in the center instead of at the sides. There are ten tables, six for two persons each and four for four persons each. The interior finish of the dining rooms is of light Cuban mahogany, the larger panels having an inlay of boxwood.

Bond for \$10,000 was filed in the United States district court recently by Edward G. Schriefer, Cincinnati, qualifying as trustee in bankruptcy of the K. & P. Lumber Company, Cincinnati, bankrupt, as successor to the late Philip Renner.

The Blaser Body Company was incorporated at Fostoria with a capital stock of \$50,000. Julius Schindler, Fred Wilson, Peter J. Blaser, Henry Ockschim, Herbert Wilson and A. C. Dunont compose the directorate. The new corporation will manufacture auto bodies.

The Pioneer Furniture Manufacturing Company was incorporated at Cleveland for \$10,000 recently by John H. Hayner, Hugh Jones, W. A. Williams, J. J. Babington and Dwight E. Cotton.

The deal for the sale of the Kreb Commercial Car Company to Massachusetts capitalists was consummated recently. The Krebs company did a business last year making trucks for the European war. C. R. Dunbar, Holyoke; Charles H. Bowker, North Hampton; Walter P. Dodger, Springfeld; George W. Bradburn, South Lea, and J. B. Crockett, New York City, were here from the East to close the deal. Louis Krebs and Harmon Baynes, local men, retain their interests. The new men will increase the capital stock.

Real estate valued at approximately \$1,000,000 has been acquired in the heart of Cincinnati's business district for the largest playhouse in the Middle West. It is understood that Keith vaudeville interests as well as other financial forces are back of the proposition for the construction of a great combined theater and office building.

F. W. Mowbray and E. O. Robinson of the Mowbray & Robinson Company have returned from a week's visit to their lumber mills at Quicksand, Ky., where they attended to some details connected with the new timber development work of their company. Mr. Robinson says their shipments have been satisfactory, despite the car shortage troubles, that the demand for all kinds of hardwoods is excellent, prices firm and the indications are for the largest March business in the history of the lumber industry.

Mandate and opinion of United States circuit court of appeals affirming the decree of court below dismissing the bill in the patent infringement WE MANUFACTURE bandsawed, plain and quarter sawed

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suit of the Eagle Woodenware Manufacturing Company vs. the Dana Manufacturing Company were filed in United States district court yes-

The railroads, acting at the instance of the commission on car service of the American Railway Association, have set out to clean up old accumulations of freight. The movement began February 17, on which date 171,207 cars were being held up by reason of embargoes, inability of consignees to accept, lack of vessel capacity, congestion, bad weather or other causes. As a result of the efforts made to reduce these accommodations this week showed only 99,774 cars held up in that way.

$== \langle CLEVELAND' \rangle =$

Because the individual unions have failed to ratify the agreement reached between the Building Trades Employers' Association and the Building Trades Council, settlement of the dispute between employing contractors and union workmen in the building industry in as far away as the day the lockout was declared, March 1. This is the situation in the hardwood lumber trade today, for all materials in the building industry are affected. Cleveland and nearby yards have not moved a piece of material into consuming channels in the last two weeks. A few deliveries are being made into manufacturing plants, but nothing is going into construction work. The agreement reached between a joint committee of both factions includes ten principles: That disputes must be considered by a conciliation board; that there shall be no limitation to the amount of work a man may perform in a day; that there shall be no restriction on the kind of materials or tools to be used except prison-made; that no person shall have the right to interfere with workmen while at work; that the foreman shall be the agent of the employer; that there shall be no objection to apprentices; that workmen shall work for whom they see it; that employers are at liberty to hire or discharge whom they see fit; that employers shall not collect dues for any union. None of the unions seems able to agree on all of these provisions. Pending the signing of this contract by the individual unions the lockout continues. At this writing the hardwood and lumber interests are hopeful that the contract will be accepted, so that work can start within a week. Meanwhile \$20,-000,000 building operations and 20,000 workmen are idle, and the latter are losing about \$90,000 a day in wages.

Another new angle that the trade is forced to consider is the new demands of teamsters, who want higher wages after May 1, when the present agreements expire. According to representatives of the Building Trades Employers' Association, who are indirectly affected by the proposal, there seems to be a deliberate move on the part of unions to demand higher wages, based upon their opposition to the ten principles in the agreement mentioned. The material interests, however, are more vitally affected than the contractors. As in the case of the lockout, the hardwood and other lumber interests here still stand firmly for the open shop, although many admit the demands may have to be met. In any event the lumber people will refuse to recognize the union of teamsters, claiming that wages paid are equal to those demanded by the unions, and in some instances even better.

Preparations for a big season in the industry continue, despite the present drawbacks to good business. Potter, Teare & Co. have purchased the barge Teutonia, which will be placed in commission the latter part of the month, being towed by the steamer Mary McGregor. The steamer Stark, recently purchased by the Cuyahoga Lumber Company, is undergoing extensive repairs and will be commanded by Captain Harvey Kendall, for many years in charge of the steamer Harvey Kendall. Opening of the lake season is expected to expedite shipments of material to this point.

George E. Breece of the West Virginia Timber Company has left Cleveland for Louisiana, where he will try to ameliorate the transportation situation for his firm.

Arch C. Klumph, president of the Cuyahoga Lumber Company, has been appointed a member of the Cleveland War Board.

Purchase of 1,200 cedar poles has been authorized by the board of con trol. The poles are to be used in extending the municipal light system.

.=< INDIANAPOLIS ≻=

As was predicted earlier in the year, the beginning of the building season in Indianapolis is developing an excellent demand for hardwoods, especially in interior trim and cabinet work. Building statistics for the month of March show a valuation of building operations of \$1,086,558, as compared with \$910,768 during the corresponding period of 1916, or an increase of \$175,790. Since the first of the year the value of operations has been \$1,986,063, as compared with \$1,660,209 during the corresponding period of 1916, or an increase of \$325,854. Last year was one of the best building years in the city's history.

The Warsaw Wood Products Company of Warsaw, Ind., has been organized and incorporated with a capitalization of \$100,000 for the purpose of taking over a large woodworking plant at Monroe, Wis. As soon as a suitable location can be procured the plant will be removed to Warsaw, where it will be enlarged and much new equipment will be purchased. The company, which is composed of Warsaw capital, has made arrangements to procure large supplies of hardwood timber in northern Indiana. The plant now is employing fifty men, and this number will be increased. The directors of the company are C. H. Ker, W. L. Groth, W. I. Pierce, T. C. Frazier, and A. W. Wenger.

A co-operative lumber company, organized with 100 stockholders, has been formed at Yeoman, Ind. The company will be known as the Farmers' Lumber and Supply Company. It has a capitalization of \$10,000. The directors are A. E. Johnson, W. G. Million, William Goslee, George Sites, and Roy Vanscoy.

D. C. Bradley, a lumberman of Hume, Ill., has been appointed manager of the Wilkinson Lumber Company's plant at Newport, Ind. He succeeds W. C. Headlee.

The plant and yards of the Kahler Lumber Company of New Albany, Ind., is practically a total loss as a result of damage done by a tornado that recently damaged property to the extent of \$1,000,000 and killed thirty-six persons. Stacks of lumber were blown away and the plant was

R. M. Jones has purchased and assumed control of the sawmill formerly operated by G. F. Abel at Rusk, Ind.

The Newcastle Lumber Company of Newcastle, Ind., has raised a fund of \$100, which was contributed to the relief of tornado sufferers in that city. The company's property was not damaged by the storm. Since the tornado employes and officers have been very busy in selling lumber to repair the damage to homes and business establishments.

The Kirby-Wood Lumber Company, Muncie, Ind., has increased its capitalization from \$45,000 to \$67,000. The company is making extensive additions to its equipment.

Louis A. Holtman has resigned as traffic manager for the Globe-Bosse-World Furniture Company in this city and has accepted the position of secretary and treasurer of the Schnute-Holtman Company, planing mill owners and lumber dealers.

Obrecht Brothers, spoke and hub manufacturers at Tell City, Ind., have started to raise and re-build their steamer, the Alma, which was sunk in the Ohio river at Tell City during a recent storm.

The Vincennes Furniture Manufacturing Company has filed notice with the secretary of state of a change in its directorate.

M. L. Miller a few days ago secured ground at Grandview, Ind., and in a short time will engage in the business of handling finished lumber.

Turner Harrison, who was employed by the A. B. Smith Lumber Company at Bondurant, Ky., a few miles from here, was killed in an accident at the plant March 28. His body was taken to Benton, Ky., for burial. Mr. Harrison was about fifty years old and is survived by a family.

The Washington Plow Works, Washington, Ind., has offered to turn its plant over to the federal government, to be used for any purpose the war department may direct.

J. M. Blood & Brothers, lumber manufacturers at Grayville, Ill., have sold their old tram road in the Wabash river bottoms near Grayville to a firm in St. Louis. The price received for the old rails was higher than had been paid for them nineteen years ago.

Thomas W. Faith, aged seventy-three, who for many years owned and operated sawmills in Daviess county, Ind., died on March 24 at his home in Washington, Ind., death being due to leakage of the heart with complications. Mr. Faith, who was a soldier in the union army during the Civil war, was well and favorably known to the lumber fraternity of southern Indiana. He was a member of the Methodist Episcopal church and the Odd Fellows. He is survived by six children.

The Simpson Lumber Company, at Vincennes, Ind., was recently awarded a contract that calls for the construction of fifty dwelling houses in Bicknell, Ind., a live mining town in Knox county. The houses are to be built by the Bainum Realty Company of Bicknell.

Several lumber manufacturers and retail dealers of Evansville will take an active part in the campaign that will start April 22 to raise \$500,000 to bring Moore's Hill college to this city.

The regular monthly meeting of the Evansville Lumbermen's Club is scheduled for tonight (April 10) at the private dining room of the Young Men's Christian Association. A fine chicken luncheon will be served, with which several important business matters are to be taken up. John C. Keller, traffic manager of the club, will make a report on the carshortage situation. Charles A. Wolflin, chairman of the membership committee, expects to report some ne members

Work has started on the new addition of the Novelty Works at Jasper, Ind., and will be pushed. This company manufactures desks and special orders of furniture. During the past year it has received many orders from foreign countries. The company is now about fifty carloads behind

=< MEMPHIS **>**=

Lumber interests here are manner has a most patriotic spirit and have signified in numerous ways their willingness to aid the government in every way both in its preparedness program and in its actual prosecution of the war if matters proceed that far. They have particularly denoted their willingness to give the government's orders for hardwood lumber and lumber products preference over all others received. It is suggested that there will be some large orders to be placed for oak, ash, gum and other southern hardwoods for military purposes and southern interests not only have these to sell but they have the disposition to meet the government half way in supplying them.

S. L. Dodds, president of the Hickman Wagon Company, whose factory is located at Clarksdale, Miss., has sent the following telegram to John Sharp Williams, senior senator from Mississippi: "Please offer to President Wilson and Secretary of War Baker the use of my wagon factory at Clarksdale, Miss., free of profit for anything for which it may be used; also a large home I own on the Mississippi coast at Biloxi for any emergencies for which it may be needed."

Speice Brothers have sold their sawmill at Pocahontas, Ark., to the Warren Cooperage Company, Warren, Ark., and the latter is preparing to install a plant at the former point for the manufacture of cooperage stock, principally heading.

The Webster Lumber Company has been organized at Corinth, Miss., for the purpose of manufacturing yellow pine lumber and handling this at wholesale. Its general offices will be located at Corinth, while its sawmill, planing mill and timber holdings are in Webster county, Mississippi.

The trustees of the Mississippi state penitentiary have purchased a sawmill and will install this for the cutting of logs from 1,000 acres of timberlands belonging to the Quitman convict farm. It is the purpose of the trustees to use a portion of the output of the plant for the construction of such buildings as may be needed at the convict farm and as may be needed by any other departments of state in Mississippi. The land thus cleared will be put in cultivation. The mill will be operated by convict labor.

The Rockwell Manufacturing Company, Camden, Ark., which recently lost its big screen door factory at that point by fire, with estimated damage of \$250,000, has announced its willingness to rebuild there provided the authorities guarantee sufficient fire fighting facilities to prevent a recurrence of such a conflagration as destroyed the old one.

Building operations in Memphis during March involved a total of \$329,-150 compared with \$305,090 the corresponding month last year, an increase of slightly more than \$23,000. This is the third increase shown thus far this year, with the result that the excess for the first quarter of 1917 over the same period last year is quite large. Furthermore, the outlook is regarded as exceptionally favorable for continued activity in building not only in Memphis but also throughout the Memphis territory.

=≺ NASHVILLE >=

The Nashville Lumbermen's Club has reorganized with the election of the following officers: President, H. M. Greene, Davidson, Hicks & Greene Company; first vice-president, Thomas R. LeSueur, John B. Ransom & Co.; second vice-president, A. C. Farris, Farris Hardwood Lumber Company; secretary-treasurer, M. H. Chandler; directors, T. A. Washington, Hunt, Washington & Smith; J. M. Whitson, Whitson Lumber Company; Henderson Baker, Baker, Jacobs & Co.; A. B. Ransom, John B. Ransom & Co., and Hamilton Love, Love, Boyd & Co. The new president is an aggressive young man in the hardwood lumber trade, and has been actively identified with the club. W. M. Farris, Jr., is the retiring president. Mr. Green says that plans will soon be announced for aggressive activities on the part of the club.

Wilson A. Ward, who has been in the hardwood lumber brokerage business at Smyrna, Tenn., has been convicted in the United States court at Nashville of using the mails to defraud. He was accused of securing lumber without paying for the same by use of the mails.

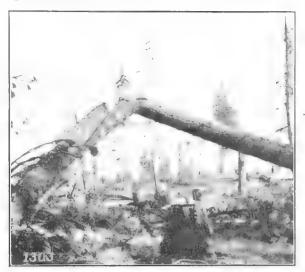
=≺ LOUISVILLE **>**=

Edward L. Davis and C. M. Sears, president and secretary-treasurer of the Edward L. Davis Lumber Co., Louisville, have returned from a week's trip to the New Orleans district.

Harry Kline of the Louisville Veneer Mills reports a very active demand for mahogany and walnut veneers. Oak has been a little quiet, but is picking up. Sliced and rotary cuts are getting the call at this time.

E. E. Foster, connected with the C. L. Willey Company, exclusive manufacturers of mahogany and walnut veneers at Chicago, as a guest of the Louisville Hardwood Club, recently made a short talk on conditions in the veneer trade in which he stated that the volume of business handled

Lidgerwood Portable Skidders and Loaders



Ground & Overhead Systems

We build various sizes and types of these machines to meet requirements of every logging operation

LIDGERWOOD MFG. COMPANY

Originators of Ground and Overhead Steam Logging Machinery 96 Liberty Street, NEW YORK

New Orleans Woodward, Wight & Co., Ltd.
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Little Rock Lumber & Mfg. Co.

LITTLE ROCK, ARK.

___ IN THE ____

HEART of the finest HARDWOODS

Saline River Red Gum

Daily Capacity-75,000 Feet

BAND MILL Little Rock, Ark.

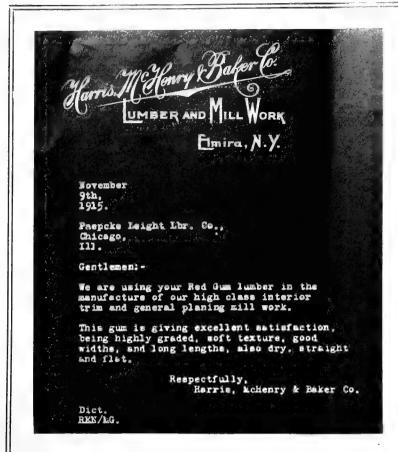
CIRCULAR MILLS Emory, Ark. Watrous, Ark.

High Grade Plain and Qtd. White and Red Oak, Red Gum, Sap Gum, Cypress, Ash, Hickory, Holly, Elm, Maple, Qtd. Sycamore, Hackberry

WRITE FOR OUR LATEST STOCK SHEET

-Prompt Shipments of-White and Red Cak Car Material

All Lumber Well Manufactured. Dependable Grading



Of course it is true that

Red Gum

is America's finest cabinet wood-but

Just as a poor cook will spoil the choicest viands while the experienced chef will turn them into prized delicacies, so it is true that

> The inherently superior qualities of Red Gum can be brought out only by proper handling

When you buy this wood, as when you buy a new machine, you want to feel that you have reason for believing it will be just as represented.

We claim genuine superiority for our Gum. The proof that you can have confidence in this claim is shown by the letter reproduced herewith.

Your interests demand that you remember this proof of our ability to preserve the wonderful qualities of the wood when you again want RED GUM.

Paepcke Leicht Lumber Company

CONWAY BUILDING 111 W. WASHINGTON ST. CHICAGO, ILL.

Band Mills: Helena and Blytheville, Ark.; Greenville, Miss.

in manufacturing veneers from fancy woods was controlled entirely by the ability to get the stock, and make the cuts; that the market was taking all the material offered, and that prices were no object, delivery being everything. He stated that walnut was the best seller in price, but that mahogany was controlling the market on volume sales. However, the increase in walnut consumption during the past two years has been 100 per cent, this being somewhat due to the shortage of Circassian. Business handled in January alone was larger than in any one entire year out of fourteen that Mr. Foster has been in the fancy lumber business. For several years he was with the Mengel plant at Louisville.

T. W. Minton & Sons, Barbourville, Ky., manufacturers of auto and vehicle woodstock, club spokes, dimension stock, etc., have been making a number of improvements in the plant, having installed three additional machines and another 150 horsepower boiler. A new stock warehouse has also been started.

The sawmill of the Park's Ferry Lumber Company, Park's Ferry, Ky., was damaged and \$5,000 worth of hardwood lumber destroyed in a recent fire which started in the planer of Dr. G. Martin, which was destroyed at a loss of \$9,000, along with two residences valued at \$8,000.

The Louisville branch of the Southern Hardwood Traffic Association last week wired to Commissioner McChord of the Interstate Commerce Commission, Washington, complaining against a virtual embargo which has been placed by the Louisville & Nashville holding its box car equipment on its own lines. Secretary R. R. May of the association stated that while no formal notice had been issued to the public, the embargo was in effect nevertheless.

C. C. Mengel, president of the C. C. Mengel & Bro. Company, recently received a wire to the effect that the company's large four-masted auxiliary bark, the "Parigo," had been sighted in American waters following her departure from an English port and running the blockade. The bark will recross the Atlantic for France at once, and will later carry a cargo to Africa, returning to Pensacola with mahogany. A trial run of the company's auxiliary schooner, the "Sam C. Mengel," will be made on April 15. The vessel has been in drydock, and has had superheated boilers installed.

Louisville hardwood manufacturers report that collections have been abnormally slow of late, many large concerns consuming lumber having taken full time on their bills of late and passed up the discounts. This is largely due to handling abnormal business on small capital.

C. H. Willett of the W. R. Willett Lumber Company went over to the benedicts on April 4, when his wedding to Miss Margaret Meldrum Mumm of Louisville was solemnized at the Church of the Messiah, the Rev.

Dilworth Lupton officiating. Mr. and Mrs. Willett have gone East for the honeymoon.

At Barbourville, Ky., articles of incorporation have been filed by the Kentucky Stave & Heading Company, with a capital of \$2,000. The incorporators are Evans, J. H. and J. W. Turpin.

Business with the W. P. Brown & Sons Lumber Company is very active at this time, due largely to the big increase in the company's facilities for cutting logs. Eight band mills are now in operation, while the demand for oak and other hardwoods is so active that no accumulatons are being made.

Listing a capital of \$5,000, the W. J. Geary Lumber Company, Ashland, Ky., has incorporated, naming W. J. Geary, H. B. Wolcott, Ruth Wright and M. K. Geary.

=< ARKANSAS >-----

C. W. Matthews & Co., Leola, Ark., has leased a tract of ground just west of Little Rock, and is now erecting on it a hardwood lumber and planing mill. The company will remove the machinery from its old plant at Leola to Little Rock, and also add in the construction of the new plant considerable up-to-date machinery. It has begun the cutting of high-grade timber along Fouche Bayou in Pulaski county.

The Warren Cooperage Company, Warren, O., recently purchased the plant of the Speice Brothers at Pocahontas, Ark., and will enlarge the plant so as to make it one of the largest in the state.

The Lauck Lumber Company has purchased the timber from a considerable tract of land, formerly owned by C. C. Gunnels, near Mena, Ark., and will immediately put into operation four mills on the property to cut off the timber.

Damage to the extent of a few hundred dollars was done to the plant of the E. L. Bruce Company of Little Rock on Monday of this week, The exact amount of the loss sustained has not been made public, but it is known that it was slight, and has not interfered materially with the company's operations. The loss was covered by insurance. The E. L. Bruce Company, which is engaged in the manufacture of hardwood flooring and interior finish, is successor to the old Kansas City Hardwood Flooring Company, which removed from Kansas City to Little Rock about four years ago.

─< WISCONSIN >----

A new folding furniture factory will be built in Stevens Point, Wis., if present plans of John Worzalla materialize. It is to be known as the

For Greatest Range of Uses -

and

Easiest Handling

buy the

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material the sawmill takes just as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by



INDIANAPOLIS, INDIANA



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

Folding Furniture Works and will be applied to the manufacture of folding swings for children. The business of making the swings is already going on under the direction of Mr. Worzalla in a part of the plant occupied by the Automatic Cradle Manufacturing Company, in Stevens Point, but increased business and consequent greater production have prompted Mr. Worzalla to make plans for an entirely electrically-driven plant of four stories.

The machinery of the Peshtigo Lumber Company's mill in Peshtigo, Wis., is to be moved to the new mill of the Hackley-Phelps-Bonnell Company, Phelps, Wis., built to replace the one recently lost by the company through fire.

After some night prowler had for the second time in a brief period drained the water from the boiler at the G. M. Collins mill, in Amberg. Wis., the engineer recently started a fire in the box. As a result the plant was incapacitated for several days with blown-out boiler flues and other damage.

A site of twenty acres has been engaged to accommodate the new plant to be erected in Beloit, Wis., by the Lipman Car and Refrigerator Company, which recently secured a large contract calling for the equipping of more than 12,000 cars a year. The factory is designed to equip twenty cars daily with hardwood bound refrigerators.

Organization of the Oneida Motor Truck Company, Green Bay, Wis., was recently completed with the election of officers as follows: President, F. E. Burrall; vice-president, J. C. Fogarty; secretary, J. P. Neugent; treasurer, Mitchell Joannes.

R. G. McWethy, of Green Bay, Wis., has been elected vice-president of the Gill-Andrews Lumber Company, Wausau, Wis., to succeed B. B. Andrews. Charles Gill of Wausau continues as president, and J. B. Andrews of Birnamwood as secretary-treasurer.

George H. Chapman of the Northwestern Lumber Company, Stanley, Wis., has been chosen mayor of Stanley to fill an unexpired term for one year. He was elected without opposition.

The hoop factory at Middle Inlet, Wis., is operating with a big run to clean up the orders on hand for immediate shipment.

Plans are being drawn for the new auto truck and tractor plant in Wausau, Wis., for the Lamson Truck & Tractor Company.

The A. Schuetze Company, Manitowoc, Wis., has been awarded the contract for the manufacture of the bodies for the new machine to be manufactured in this city by the newly incorporated Manumotor Company. The A. Schuetze Company has also been awarded the cabinet work contracts for twelve new houses being built on the Manitowoc west side by the Home Bullders' Association.

Because of the favorable sleighing during the past winter, farmers about Richland Center, Wis., cut more logs than ever before. The logs,

as a whole, are the choicest of timber, many of them being of the highest grade of red and white oak. One man purchased from the farmers over 800,000 feet of lumber in logs.

A great deal of the labor engaged in the production of the big timber crop during the past season was secured by the logging companies through the state public employment bureau in Milwaukee, Wis., which was unable adequately to fill the big demand for men to engage themselves in work of all varieties. According to the report of the Wisconsin Industrial Commission, the bureau received calls for 40,674 employes, whereas only 34,605 applications were received for employment. It is the first time in history that jobs were more numerous than men. The financial report of the bureau, which is one of the largest free employment institutions in the country, shows that it cost on the average 33 cents each to supply 25,830 men and 14,000 women with positions during the past year.

Larson Bros., Rice Lake, Wis., who have the contract for hauling the big logs from the cutting about Butternut, Wis., to a point of shipping vantage, recently hauled their champion load of the season with one of their monster tractors. The entire train consisted of twelve sleighloads of logs and two of bark, totaling 70,000 feet of logs and forty-five cords of bark, and was hauled a distance of seven miles.

A beautiful grain of birch wood constitutes a large part of the cut of the Rib Lake Lumber Company, Rib Lake, Wis., which has orders to supply with that product companies in San Francisco, Los Angeles, Portland, Denver, and even as near the fields of oak and other southern woods as Atlanta, Ga. Birch is popularly growing in favor with manufacturers of sash and doors, and with furniture makers and factory owners producing interior finish. One of the largest hotels in Los Angeles, Cal., is finished in birch from the forests about Rib Lake.

A. J. Butler, for thirteen years an employe of the R. Connor Lumber Company, Marshfield, Wis., during part of which time he was retail yard superintendent, has resigned and is contemplating entering the retail lumber business for himself.

Amos Elliot, aged ninety-five, grand old lumber pioneer of Washburn, Wis., died recently, following a fall in which he seriously injured his hip.

The R. Connor Company, Laona, Wis., is being sued by Albert Novak, Crandon, Wis., on a charge of compound felony. According to transpirations of the preliminary hearing, Mr. Novak was arrested some time ago by the lumber company on a charge of theft. He pleaded not guilty and his case was adjourned one week. At this point the Connor company settled with him bby accepting \$159. Mr. Novak was released. Now the latter is bringing a charge of compound felony, because, he alleges, it was compound felony to release him from a grand larceny charge. His ultimate object is to recover the \$159.

Plain & Qtd. Red & White OAK AND OTHER HARDWOODS Even Color Soft Texture MADE MR RIGHT OAK FLOORING We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky. PROMPT SHIPMENTS The MOWBRAY & ROBINSON CO. (INCORPORATED) CINCINNATI, OHIO

The following stock is in excellent condition, ready for immediate shipment

5/4 No 6/4 No 8/4 No 4/4 No 4/4 No 5/4 No 6/4 No 6/4 No 4/4 No	0. 3 Elm & Ash 24,000 0. 3 Elm & Ash 35,000 0. 3 Elm & Ash 74,000 0. 3 Elm & Ash 3,000 0. 1 & Btr. Birch 51,000 0. 2 Birch 202,000 0. 3 Birch 202,000 0. 3 Birch 28,000 0. 3 Basswood 25,000 0. 3 Birch 8,000 0. 3 Birch 8,000 0. 3 Birch 8,000 0. 3 Birch 3,000
Ideal Hardwood Sawmill	

Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company

Masonville, Michigan

o Kal bread nware Company, Kiel, Wis., has purchased a five-acre building site with sidetrack facilities in Campbellsport, Wis., where it contemplates the erection of a new manufacturing plant. The company recently broke camp east of Wausaukee, Wis., where a crew cut and hauled about 950,000 feet of timber. About 140 carloads have been shipped to the mills at Kiel, and the balance, about 40 cars, will be loaded and shipped during the summer.

The Langlade Lumber Company, Antigo, Wis., has adopted a whistle code by which it may transmit fire alarms at the plant to the Antigo fire

The Racine Wood Working Company, Racine, Wis., has been incorporated under the laws of Wisconsin, and last week took over the interests of the defunct Racine Puttyless Window Company. The new organization is preparing to make many improvements and additions to the plant, making it one of the best woodworking institutions in the state. A complete stock of general millwork, sash, doors, glass and general building materials will be carried in stock. Following are the officers of the new company: President, W. S. Goodland; vice-president, H. F. Johnson; treasurer, G. Bahnemann; secretary, F. Bahnemann. The plant is already in operation.

The Barker Lumber and Fuel Company, Watertown, Wis., has purchased the lumber yards, docks and the box and sash factory of the Washburn Lumber Company of Sturgeon Bay, Wis.

The Wausau Manufacturing Company, recently organized for the purpose of manufacturing hardwood toothpicks in Wausau, Wis., has filed articles of incorporation with a capital stock of \$50,000.

The American Pattern and Manufacturing Company was recently organized in Racine, Wis., for the purpose of manufacturing wood and metal

This year will perhaps see the last Hatten's annual log drive down the Embarrass river, near New London, Wis. It takes about six weeks to float the logs down the river to the mill. The supply of timber that has furnished logs for the last sixty years has been practically used up.

Ten Milwaukee woodworking concerns have appended their signatures to a pledge of loyalty and submitted it to President Wilson. It expresses one of the most practical industrial offers as yet made the country since its precipitation into the cauldron of war dangers. The signatories offer their plants and the full production thereof for such disposition as the government may see fit. Inasmuch as the plants may be applied to the production of gunstocks, combat and escort wagons, ambulances, boxes for motor trucks, field telephones, wireless poles, tent pins, tent poles, field desks, ammunition boxes, gun racks, and hundreds of other military necessities, the offer should certainly be welcome in federal departments.

The Western Coil Company, now operating in Chicago, is to establish a plant for the manufacture of a big line of electrical appliances, portable X-ray machines, violet ray instruments, electric signs, etc., in Racine, Wis. The new plant will occupy the old Citizens' Telephone building, recently purchased of the telephone company.

The home of Ralph Wells, Menominee, Mich., well known lumberman, was recently destroyed by fire of unknown origin, with loss of \$16,000.

Dr. Russell Lyon and H. E. Smith of Wausau, Wis., are planning a wood manufacturing plant to be built in Wausau. The machinery has already been ordered.

The Kellogg Lumber Company, Antigo, Wis., expects soon to operate its mill to take care of the large amount of logs that were decked at the water landings this season because of the poor shipping facilities.

After a season cut of 1,000,000 feet of logs near Romeo, Mich., Peter Korntved has broken camp.

It is planned to build a sidetrack to accommodate the sawmill of the Shawano Lumber Company, Shawano, Wis.

Because of the high cost of building materials and operations, plans for the erection of the new Wisconsin National Bank building, Milwaukee, Wis., have been indefinitely deferred, according to the latest announcement of President L. J. Petit of the bank.

J. A. Peterson, manager of the Midland Lumber Company, Chippewa Falls, Wis., casts a little joy into the hearts of prospective builders. He said that the lumber advances are not so large as the prevalent reports would indicate.

The Hardwood Market

==< CHICAGO **>**=

The local situation is still uneventful, for the most part the version of the trade being divided as to predominating features. With the wholesale element so strong in Chicago it is natural that one of the most common topics should be consideration of the difficulty of getting stocks in from the mills and the consistently advancing prices that the mills are getting. These combinations of circumstances have resulted in more or less of an increase in hesitancy on the part of the buyers, but for the most part they are taking what they can get 1 when they can get it and, in many cases, are paying prices that would not have been thought of a few months ago. As a whole, though, they seem to realize that the average mill price is not exerbitant, in fact that it is not even in keeping with the advancing cost of manufacture. All items are moving well.

=≺ BUFFALO >=

Demand for hardwoods continues steady and it is now possible to make shipments more readily than for a long time. A large stock of lumber is wanted in the East and now that some embargoes have been lifted the local market is getting a good share of the business. The railroads are still considerably congested, however, and cars are not moving from the yards with the freedom that is usual at this season. The furniture trade is not quite so brisk as it has been, but is expected to be fairly good this spring, while the building business is also counted on to be about up to the average. Thus far building work in this city has fallen behind last year, and much hesitation is shown in the projecting of large speculative ventures.

The different woods are most all getting a fair share of the present activity. Maple is as active as anything at all the yards handling it, while some improvement is noted in oak, especially thick stock, which moves out readily. Birch is also in good demand and supplies have been added to lately in order to make up for the depletion of the winter. Other woods moving are poplar, chestnut, ash and cypress. The trend of prices is upward and mills are all asking an increase as the result of higher labor and other costs.

=< PITTSBURGH **>**==

Lumbermen along with all the other business public are speculating this week on what the tendency of business will be as a result of the declaration of war. Opinions are much divided. Many wholesalers believe that the war will act as a stimulant to business in many lines and that lumber will get its share. There is fear that the unsettled condition of affairs in this country in general will bring about a habit of economy on the part of builders and spenders which will greatly curtail sales of lumber this summer. So far there has been no visible effect of the war agitation. Inquiries are more numerous than wholesalers can fill. They are up against the proposition of turning down business every day because they cannot promise satisfactory deliveries. There is a splendid call for all kinds of hardwood from manufacturing and railroad concerns. Business is also increasing rapidly with the yard trade and it looks now as if this feature of hardwood dealing would be very satisfactory this year. Prices of hardwoods are on the jump. The man with dry hardwood which he can deliver soon can get his own figure without blushing when he makes the quotation.

----≺ BOSTON >-----

The market here has developed further along the lines forecasted in recent reports until the effect on the trade of certain factors has become a matter of considerable apprehension and uncertainty. The many disturbing elements prevailing for a long time have combined to virtually suspend anything like normal conditions. Production having been generally unorganized, the European war brought on the buy-at-any-price period which, being viewed as temporary, did not stimulate manufacturing nor buying for reserves, with the result that the usual supplies of stock kept running down. Transportation difficulties in the winter operated in the same direction until now the demand for lumber in these eastern states has become unprecedented. Substitutions and altered processes have partially restrained rising values and permitted greater volume of economic production, but the accumulative effect of all these influences is now apparent in the trend of the market. The rising prices, with advances ranging from the conventional fluctuations of the past to many extreme instances, and the great difficulty in getting stock place the wholesale, yard and manufacturing trade in a very adverse position. The possible train of events which may arise from our international relations adds further to the confused and chaotic outlook so that about the only business that is expected or transacted is that which comes from present necessities and very little, if anything, is now undertaken in buying for reserve stock or the speculative class of trade. Special cases illustrating the current conditions might be advanced in great number, but more interest is shown here in the general situation, both present and future, although quotations in some items, such as walnut, cherry, birch, maple, plain oak and ash, are now such as would command great attention under ordinary conditions.

=≺ BALTIMORE >==

While the hardwood situation affords reason for much satisfaction, the difficulties which the shippers have experienced in making delivery have served to restrict the movement, and these difficulties seem by no means at an end. Some improvement has resulted in consequence of the removal



Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak

CHAS. H. BARNABY

Greencastle, Indiana

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and Guaranteed Inspection

FRANK PURCELL

515 Dwight Building, KANSAS CITY, MO.

"L-B QUALITY

-Kraetzer Cured-

GUM LUMBER OAK LUMBER OAK FLOORING

(The Famous Forked-Leaf Brand) Southern Yellow Pine Unexcelled for Crating. We have 115,000,000 feet in pile. Accurately Manufactured, Carefully Graded, Priced Right

Long-Bell Lumber Company

R. A. Long Building

Kansas City, Mo.



Oak Maple Chestnut

Manufacturers and Dealers

West Virginia and Southern **HARDWOODS**

The Atlas Lumber & Mfg. Co. Union Trust Building, CINCINNATI, OHIO

OUR SPECIALTY St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods ——Gum, Oak and Ash—

J. H. Bonner & Sons

Mill JONOUIL, ARK.

Sales Office
1323 Bank of Commerce Bldg.
MEMPHIS, TENN.

BLISS-COOK OAK CO. BLISSVILLE, ARK.

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring. As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

of danger of a nation-wide strike on the railroads, to be sure, and the efforts of the committee of railroad men named by the southern lines to act as a kind of clearing house for shipments have also had a good result; but all trouble is not over, and more or less embarrassment is caused by delays in the movement of stocks. Cars are slow in arriving. In many instances the scarcity of cars constitutes a formidable handicap upon operations. The war cloud will serve to check purchases, partly, because the new developments in the international situation leave the hardwood men in a state of uncertainty as to the effect of the moves to be made, and, secondly, for the reason that the almost inevitable tendency will be to still further narrow the supply of labor, already not at all plentiful, There is the diversion of men to bring the army and navy up to the strength desired; but more than this, the extra demand for workers by establishments that produce war supplies of all kinds. This diversion may be expected to cut seriously into the labor market, and cause a still further inflation in wages and in values of various kinds, thus augmenting the cost of lumber production and making necessary a revision of prices. Of course, it has been estimated that the war excitement and the activities stimulated by war preparations would release large sums of money and create a measure of prosperity that would be reflected in the hardwood trade; but it may also restrict many operations outside the range of military needs and bring a reaction. At any rate, the apparent intent of the government to limit war profits and raise immense sums by means of income taxes and other dues has already caused an element of doubt to creep into the minds of business men generally, and may well bring on a revision of calculations downward.

Until now, the hardwood men have fared quite well, and it has been largely a question of ability to meet the wants of the buyers. The quotations have become firmer or have shown advances, and an air of hopeful expectancy has pervaded the trade. The export trade remains very quiet, with the outlook unpromising, although according to information from some quarters, the rules regarding imports into the United Kingdom are interpreted liberally as to softwoods.

=≺ COLUMBUS ≻==

The hardwood trade in Columbus and central Ohio territory has ruled firm in every particular during the past fortnight. Buying has been active and the volume of business is restricted only by the shortage of cars and railroad congestion, which delay deliveries to a large extent. The tone of the market is generally good and prospects are considered bright in every locality.

Buying is about equally divided between retailers and factories. Concerns making furniture and boxes are good customers and the same is true of vehicle and implement factories. Retail stocks are not large and dealers generally are making strenuous efforts to replenish their supplies. Prospects for building operations are rather bright, both in Columbus and surrounding cities and towns. Building consists largely of small business blocks, apartments and dwellings.

The worst feature of the trade at this time is the inability to make prompt shipments. As a result mill stocks are large and thousands of feet await movement to northern markets. Embargoes on many railroads have still further hampered the movement of lumber cargoes. The situation, however, is easing up some and shipments are now arriving in better shape. Collections are fairly good under the circumstances.

Plain and quartered oak stocks are in good demand. Poplar is in good demand and prices are higher. Chestnut continues strong in every par-ticular. Basswood is moving well and the same is true of ash. Other hardwoods rule firm.

=≺ CINCINNATI ≻=

It is a buyers' market, the city being full of agents with large orders to place and every effort is being made to obtain stocks and fulfill requirements of the consuming plants for the usual heavy spring and early summer drain, but the buyers agree almost unanimously that it is very difficult to place orders with any assurance of quick delivery or in the amount desired. The car situation, while considerably better than a couple weeks ago, is still a perplexing problem and holds back many shipments. Where cars are available in many items it is almost impossible to find sufficient stocks to make up any good sized orders. The production at the mills and consequent shipment still remain far behind the orders in sight, the order file steadily mounting, with little likelihood of being cut down in the immediate future. Values are being held up in a firm manner, and as long as the demand continues to keep so far ahead of deliveries, the present high level will not be disturbed. There are numerous cases of good premiums being offered and paid in order to accelerate delivery.

For a while there was something of an easing up in the call from the consuming sources, but the demand quickly revived, the general opinion being that the short spell of slack orders was due more to the consumers believing the situation hopeless as far as deliveries were concerned than to any real let-up in the demand. Reports received here indicate the winter cut was satisfactory, and a steady movement of northern woods will result when the shipping facilities are adequate. In the South the logging operations have been materially affected by labor shortage, lack of cars and bad weather, although stocks are accumulating in the mill yards to a se no realis can be found of shipping fast enough.



PROOF THAT OUR CLAIM OF REALLY EXCEPTIONAL GUM LOGS IS BASED ON FACT—JUST AN AVERAGE LOT OF BOARDS AS THEY COME FROM THE MILL

LAMB-FISH LUMBER CO. Band Mill and General Offices: Charleston, Miss., U. S. A.

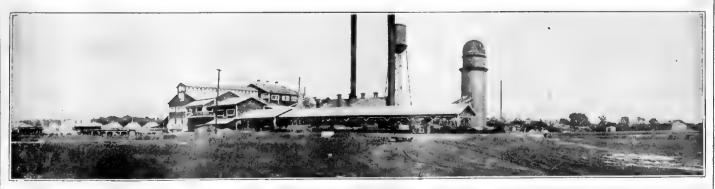
THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB"
Codes Used-Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

STOCK LIST FOR APRIL, 1917

3	3 8	1, 2	5/8	3, 4	4/4	S, 4	6, 4	8, 4	10, 4	12/4
1st and 2nds Qtd. White Oak, 6" & up.,										
1st and 2nds Qtd. White Oak, 6 to 9"		93,000	42,000	38,000	102,000					*****
Com. & Better Qtd. White Oak, 80 & 20 %			10.000							7,006
1st & 2nds Qtd. White Oak, 10" & up	0.000	58,000	12,000	30,000		1,500		5,500		
No. 2 Com. & Better Qtd. White Oak, 60 & 40% 90			63.000	10 000	02.000	4.000				
No. 1 Common	8.000		,	18,000	93,000	4,000				
Clear Strips Qtd. White Oak 2-3½ (sap no def.)					92,000 25,000	2,000				
No. 1 Com. & Bet. Qtd. White Oak 2 ¹ / ₂ -5 ¹ / ₂ , 40 & 60%				6,000	23,800					
1st & 2nds Plain White Oak, 60 & 40%			83,000					3,000		
No. 1 Common Plain White Oak.		21,000			100.000					
No. 2 Common Plain White Oak		22,000			150,000					
	1.000		63,000							
No. 1 Common Plain Red Oak				5,000	174,000					
No. 2 Common Plain Red Oak			8,000	2,000	150,000	17,000				
No. 3 Common Plain Red Oak						6,000				*****
Oak Core Stock					50,000					
1st & 2nds Plain Red Gum	7,000	437,000		81,000	23,000					
No. 1 Common Plain Red Gum. 45		49,000			200,000					
No. 1 Common Figured Red Gum.					41,000					
Sap Gum Box Boards, 9-12"					14,000					
1st & 2nds Sap Gum, 6" & up					8,000		33,000	500		
1st & 2nds Sap Gum, 18" & up.					11,000	11.111		111111		
No. 1 Common Sap Gum						16,000		1,500		
No. 2 Common Sap Gum						24.000	1,000			
No. 3 Common Sap Gum.					2 000	34,000	6,000			
Clear Sap Gum Strips, $2\frac{1}{2}$ - $5\frac{1}{2}$ (stained)					2,000					
					35,000					

Our 1st & 2nds in Plain Sawn Stock will average 10" in width. No. 1 Common about 814 to 9", both grades running 50% or better, 14 and 16 ft. long. We have facilities for kiln-drying and surfacing.



GENERAL VIEW OF MAIN SAWMILL PLANT. Equipment two bands and four resaws. Daily ten-hour capacity 150,000 feet.



Payson Smith Lumber Co

SOUTHERN PLAIN RED OAK

100M 3/4 in. No. 1 Com. & Better.

5 cars 3/4 in. No. 1 & 2 Com-

Elegant stock. For rush shipment.

200M 1 in. No. 1 Com. & No. 2 Common

Fine stock can be shipped quick

Ready for Immediate Shipment

SOUTHERN PLAIN WHITE OAK

200M 1 in. No. 2 Com. & Better.

150M 11/4 in. No. 2 Com. & Better.

150M 2 in, No. 2 Com. & Better.

Fine stock, good widths and lengths

COTTONWOOD

100M 1 in. FAS.

Ready for shipment in 30 to 60 days

The above all band sawn, well manufactured, especially fine stock, and we can handle your orders very quickly and make prices consistent with the grades we offer.

PAYSON SMITH LUMBER Co.

Minneapolis, Minn.

Chicago Office: 1665 Old Colony Building



SEE HOW WE CARE FOR IT

Payson Smith Lumber Co.

You Can See Logs Like These on Our Yard Any Day



STIMSON VENEER AND LUMBER COMPANY, INC.

P. O. Box 1015

Memphis, Tenn.

MANUFACTURERS

Hardwood Lumber, Rotary Cut Veneers, Rotary Cut Gum Faces, Cross Banding and Cores. Pirch has been about the liveliest of the northern woods during the past couple weeks and higher prices are ruling. Basswood is finding a ready market and commanding top prices, the market gaining considerable strength within the past fortnight. Logrun ash prices are reported steady, with the demand increasing and the volume of the orders expanding. Maple is in good demand with the interior decorators and general millwork concerns, and indications are that more maple interior work, floors, etc., will go into new houses this spring than for several years. Elm also is enjoying considerable popularity.

In the southern list oak maintained the advantage gained a few weeks back and evidently intends to remain at or near the head of the southern hardwood list for some time. Quartered white oak is in excellent request, but stocks are low, and poor car service tends to discourage the market, although prices are held very firm, especially in firsts and seconds inch. Walnut again is riding high and dealers here predict an immense demand for this lumber immediately upon the call of the President for troops. Its chief usage in this respect is for gunstocks. Cypress conditions, under existing circumstances, are fairly satisfactory.

=< CLEVELAND >=

Owing to the continuance of the lockout by building trades employers of union workmen, business in the local hardwood market is practically at a standstill. Little material is moving, and that only into manufacturing channels. For building construction not a piece of hardwood has been taken in the last fortnight. The controversy as it stands now involves the acceptance by the individual unions of the agreement reached between the employers and the Building Trades' Council. In spite of the outlet for demand, all descriptions here are firmer as a result of continued poor shipments. Early advances looked for here are in oak and maple flooring. The former is extremely firm, and the latter is likely to go higher by \$1 to \$2, it is predicted. In all hardwoods transit cars are bringing premium prices. Red cedar shingles are practically out of the market, and the little material still available is held at from 25 cents to 50 cents per M. higher than early in the month.

=≺ INDIANAPOLIS **>**=

The country's entrance into the European war has resulted in no material change in hardwood circles. Although the trade has been interested in predicting what effect might result on business, no one has expressed an intention of adopting a policy of business intrenchment as it is believed generally there will be no radical change in conditions affecting the hardwood industry.

There is an excellent demand for fancy-textured, high-grade hardwoods from furniture plants, which all seem to be endeavoring to produce a high-grade product. The veneer plants continue to be unusually busy supplying oak, walnut, and mahogany. The supply of mahogany is dwindling rapidly on account of the difficulties experienced in procuring shipments of logs. The demand for oak continues to show slight improvement, while the demand for walnut is excellent.

There is a good demand for poplar and gum from automobile manufacturers, while the demand for hickory continues excellent. Prices continue to show a bullish tendency. Continued slight improvement is being observed in the car situation.

=≺ EVANSVILLE **>**=

The hardwood lumber manufacturers of Evansville and vicinity report that trade has been fairly active during the past two weeks, and while business has not been in the nature of a boom, both orders and inquirles have come in freely. Collections have been rather slow. The uptown sawmills continue to operate on the day schedule. The large river mills here are closed down at present, but they have been getting a good many logs and some of them may start running as soon as Pigeon creek in the western part of the city gets within its banks again. Most of the manufacturers are getting plenty of logs, though higher prices are paid for them than last year.

White oak, plain and quartered, is in fair demand. Prices on all grades are holding firm. Ash, gum, hickory, maple and elm remain in strong demand, especially gum and elm. The lower grades of poplar are strong. Cottonwood is in good demand, a great deal of this lumber going to box factories. Walnut has not shown any sign of picking up during the past month, and in the opinion of local manufacturers there will be no improvement until export business picks up. Manufacturers differ as to the effect the war will have on local business, but all agree that after the war there will be a steady advance in lumber prices. Wood consuming plants in Evansville and vicinity report a steady business with the outlook good. Furniture factories have especially enjoyed a good business since the first of the year. Veneer manufacturers report a steady trade. Building operations are looking up some and planing mill owners and sash and door men are busy.

=≺ MEMPHIS >=

The hardwood market occupies an exceptionally strong position. Demand is unusually active and the trade just now has perhaps more rush orders in hand than for a very long while. Consumers and distributers

who have allowed their stocks to to ome depleted are trying to secure at least a fair portion of their rec ir ments in as short a time as possible and this has found reflection in an unusually aggressive invasion of the southern hardwood centers by buyers from the North and East. Meantime, production of hardwood lumber is being curtailed by unfavorable weather and flood conditions, which have greatly restricted logging operations, and present indications are that, with both the rains and the floods continuing, there will be even greater curtailment than is now noted. Thus the situation resolves itself into a reduction of available supplies just when the demand is unusually keen, with the result that prices are in the seller's favor and with the additional result that some members of the trade are inclined to withdraw all holdings from the market for the time

The gum market is exceptionally strong. Demand for all grades is excellent and prices continue to advance on practically all descriptions of stock. Even the lower grades are commanding the highest prices ever known in both plain and quartered stock. The box factories are buying all the box grades they are able to secure in gum and the same is true of cottonwood, which shares the strong position occupied by gum. There is some improvement reported in the demand for oak, with a good call noted in the case of firsts and seconds red and white in plain. No. 1 and No. 2 common quartered oak is also in good request. Prices on some grades of oak have advanced slightly recently, but the general oak market is not showing quite so much snap as expected. This is said to be due partly to the less active demand from furniture manufacturers, but principally to the lack of export outlets for this wood. Ash occupies a strong position and there is a good demand for hickory, elm and cypress at firm to slightly higher quotations.

=≺ NASHVILLE **>**=

Conditions in the hardwood trade are reported as highly satisfactory, with the exception of the traffic situation. The shortage of cars curtails the amount of business that can be handled, and embargoes delay deliveries. Hardwood men are very optimistic as to the outlook, believing that whenever transportation conditions permit that they will have a big business. It is probable that there will be some curtailment of production on account of the car shortage.

=≺ ST. LOUIS **>**=

Hardwood conditions are showing an improvement with the coming of good weather, suitable for construction work and building operations. Orders are coming in quite freely from the country yards as well as from the factories and the volume of business from now on is expected to show a continued improvement. The higher grades are in particularly good demand, in spite of the fact that the car shortage is still acute, although cars are getting more plentiful in certain sections of the producing territory. Prices on all of the better grades are strengthening, and on some items where prompt shipments can be made. Prices are advancing. The movement of high-grade oak is noticeably better than it was and that class of hardwood lumber is selling quite well. Plain white oak and choice quartered white oak is in the best demand. Gum, ash and poplar are having a good call, especially dry ash. Poplar is quite active and firsts and seconds are commanding good prices. Common is also moving well. The demand for low-grade stock is increasing quite rapidly. This applies to gum, ash, poplar, cottonwood and elm. The outlook for all items on the list, both upper and lower, is pleasing to distributers, and prospects are very encouraging.

=≺ LOUISVILLE >=

The present demand for all grades of hardwoods, veneers, dimension stock, etc., has been unequaled in the history of the hardwood industry, according to leading members of the Louisville fraternity. At present there is a good demand for almost everything, and orders are being turned down daily, the mills being unable to cut enough material to supply the big immediate shipment demand, and in many cases lumber is being bought almost off the saw. The embargo situation has shown vast improvement during the past few days, and shipments are now going forward to many parts of the East which have been cut off for some time. Louisville hardwood manufacturers report that stocks on sticks are practically sold out clean, and that delivery will be made as soon as the car shortage situation is relieved, it being almost impossible to secure cars enough at any of the southern points. Inch oak stock, both plain and quartered, is picking up, the demand having been for the thicker grades for some time. Ash is showing up stronger in price and demand due to shortages and high quotations on elm, maple, birch and other items. Gum continues extremely active at high levels. Poplar is a very good bet, siding, boxboards and everything being in good call. There is nothing in view but good business for the walnut and mahogany manufacturers, who are far behind on supplying orders for all classes of requirements. Logging is very _late this season, due to bad roads, and has resulted in high prices for timber. High prices are not tending to hold back sales in any manner, and hardwood men report that the outlook is for brisk business throughout the remainder of the year.

Swain-Roach Lbr. Co.

SEYMOUR, IND.

–We Manufacture –

White Oak Red Oak Poplar

Hickory

Elm Maple Gum

Ash Walnut Cherry

Sycamore Chestnut, Etc. Can ship at once 3 cars 5/8 No. 1 Com. Plain Oak

At Two Band Mills

STRAIGHT or MIXED CARLOADS PROMPT SHIPMENT

Mutual Fire Insurance

Best Indemnity at Lowest Net Cost Can Be Obtained From

The Lumber Mutual Fire Insurance Company,

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The Lumbermen's Mutual Insurance Company.

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The Pennsylvania Lumbermen's Mutual Fire insurance Company, Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company, Indianapells, Ind.

The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohle

Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY Manufacturers & Importers FOREIGN VENEERS 2624-34 COLERAIN AVENUE

C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially Our location makes possible quick delivery of anything in timber and hardwood jumber

The Tegge Lumber Co. High Grade Northern and Southern Hardwoods and Mahogany **Specialties** OAK, MAPLE, CYPRESS, POPLAR Milwaukee, Wisconsin

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Eight words of ordinary length make one line. leading counts as two lines.

o display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

MANUFACTURERS-WHOLESALERS-EMPLOYERS

when you want good Salesmen, write the Empire State Association of Lumber, Sash & Door Salesmen, J. H. RUMBOLD, Sec'y, North Tonawanda,

EMPLOYES WANTED

WANTED-THOROUGHLY COMPETENT

Reliable, up-to-date Planing Mill Supt. Salary \$200 per month to right man.

Address "BOX 47," care HARDWOOD RECORD.

WANTED-SASH AND DOOR FOREMAN

Thoroughly competent.

Address "BOX 41," care HARDWOOD RECORD.

EXPERIENCED YARD FOREMAN

For retail yard. Must have knowledge of Pine

Address "BOX 43," care HARDWOOD RECORD.

WANTED-INSPECTOR

Can use services of first-class hardwood inspector at our West Virginia band mill. Good location, steady employment. Address "BOX 37," care HARDWOOD RECORD.

EXPERIENCED BOX FACTORY

Supt. Good salary right man. State experience, etc., first letter and how soon would report duty. Address "BOX 45," care HARDWOOD RECORD.

LOGS WANTED

WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

TIMBER LANDS FOR SALE

TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

3,500 ACRES IN PENNSYLVANIA

In Bedford and Huntingdon Counties, estimated to contain 20 million feet Oak, Chestnut, Pine, Locust, Poplar, Maple, 2 mile haul downhill to railroad, 15 miles from market for all small timber as mine props and ties. D. E. LAUDER-BURN, 158 Fifth Ave., New York.

FOR SALE-VERMONT TIMBERLAND

3,330 acres containing 71/2 million ft. Hardwoods, over 2 million ft. Spruce, 250M ft. Hemlock, also sawmill; as much more additional timber available. D. E. LAUDERBURN, 158 Fifth Ave., New York.

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TIMBER ESTIMATING

THOS. J. McDONALD,

Forest Engineer.

East Tennessee Bank Bldg..

Knoxville, Tennessee.

TIMBER ESTIMATORS

Sanborn & Gearhart. Asheville, N. C.

HARDWOOD TIMBER ESTIMATOR NORTHERN, SOUTHERN AND TROP-ICAL TIMBER

D. E. Lauderburn, Forest Engineer, 158 Fifth Avenue, New York, N. Y.

LUMBER WANTED

WANTED HARD MAPLE 500,000' 4/4 SELECTED CLEAR

Shipment of a number of cars soon as ready. Balance between Sept. 1, 1917, and June 1, 1918. K. & C. MFG. COMPANY, Henniker, N. H.

WANTED-ELM LOGS AND LUMBER

9, 10 and 11 ft. long. Lumber to be sawed plump 4/4. Quote on good log run, delivered Holmesville, Ohio. Address "Box 36," care Hardwood RECORD.

WANTED-IN LOW GRADE

4/4, 5/4, 6/4 and 8/4 Chestnut, Poplar, Basswood, Gum and Oakrough and surfaced. Advise what you can offer, quoting prices, naming shipping point.

FRAMPTON-FOSTER LUMBER COMPANY, Pittsburgh, Pa.

OAK, BEECH AND MAPLE WANTED

4/4 and 8/4 plain Oak, Beech and Maple; No. 1 common or log run grades of Beech and Maple, and No. 1 common and sound wormy grades of plain Oak; preferably 8 months or over on sticks; f. o. b. cars Cincinnati. THE JOHN T. TOWS-LEY MFG. CO., 1037 Berlin St., Cincinnati, O.

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80,000 ft. 2x6, 8 & 10"-16' S1S White Oak for very prompt shipment. Advise if you can furnish and price f. o. b. shipping point or delivered Cairo, III.

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Clear HARD BIRCH cut 4" thick, square edge, 8' or longer, clear of heart center. Will take freshly cut. Please quote price either f. o. b.

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for packing shooks, wirebound:

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Address, "Box 35," care HARDWOOD RECORD.

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One car 8 4 No. 1 common and better, dry and plain White Oak; Two cars 4/4 No. 1 common plain White Oak.

25 cars 4/4 No. 2 common sound wormy Chest-

S. BURKHOLDER LUMBER CO., Crawfordsville, Ind.

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FOR SALE

One latest improved Wickes #10 52" gang, complete with saws.

One 35'x90' refuse burner, complete.

One #44 Berlin machine 8x28" planer.

One 12 and one 20 H. P. vertical steam engine. GOODMAN LUMBER COMPANY, Goodman, Wis.

MACHINERY WANTED

WANTED

A large band sawmill and a Mershon resaw. Must be in prime condition.

Address "BOX 46," care HARDWOOD RECORD.

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WANTED TO BUY

- 5 cars 2x2 | 30 clear Oak Squares
- 2 cars 2x2-19" clear Oak Squares
- cars 1¼x2¼-42" clear Oak Squares
- 2 cars 2x2-30" clear dry Gum Squares
- cars 15%x15%-19" clear dry Oak Squares THE PROBST LBR. CO., Cincinnati, O.

WE ARE IN THE MARKET FOR

Clear sound Maple, Beech, Birch or Red Gum

Also various sizes Ash and Oak. THE PIQUA HANDLE & MFG. CO., Piqua, O.

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WANTED-FOR SHIPMENT

During next four months, White and Red Oak Switch Ties, 3" and 4" White Oak crossing plank, Oak timbers and car lumber. For delivery 'Cairo, Chicago, Cincinnati and Pittsburgh. Quote f. o. b. or delivered prices on what you can furnish, or give us names of shipping point, and we will name you f. o. b. prices. All lumber inspected at shipping point.

FRAMPTON-FOSTER LUMBER CO., Pittsburgh, Pa.

(Continued on page 51)

Loans on Timberland

We have internationally recognized declifities based on 37 years' experience in timberland and lumber matters. Long or short terms. Amounts from \$50,000 up, as conditions warrant.

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HARDWOODS FOR SALE

LUMBER

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NO. 1 C., brown, 4/4", good wdths., 50% 14 & 16', 2 yrs. dry; NO. 1 C., white, 4'4", good wdths., 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y. COM. & BTR., 3's., ½ & 5's"; COM. & BTR., black, 4'4". HOFFMAN BROS. COMPANY, Fort Wayne. Ind.

black, 4/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

COM. & BTR. ½ & ¾", reg. wdth. and lgth., dry: SHORTS 4/4", 3" & up, 15" & up long, dry; CLEAR STRIPS 4/4", 2½-5½", reg. lgth., dry. NICKEY BROS., INC., Memphis, Tenn.

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CO., Louisville, Ky.

FAS, brown, 4/4", 6" & up, reg. lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

FAS, bromos. dry.

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BEECH

NO. 1 C. 5/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
NO. 1 & BTR., 4/4", av. wdth. and lgth., 10 mos. dry. RICE LAKE LUMBER CO., Rice Lake, Wis.
NO. 2 C. & BTR. 5/4, 6/4 & 8/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

BIRCH

NO. 1 C., white, 4/4", good wdths., 50% 14 & 16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 2 C., 4/4", reg. wdth., 50% 14 & 16', 1
yr. dry. LITTLE RIVER LBR. CO., Town-

Buffalo, N. Y.

NO. 2 C., 4/4", reg. wdth., 50% 14 & 16', 1
yr. dry. LITTLE RIVER LBR. CO., Townsend, Tenn.

NO. 1 C. 4/4", reg. wdth., good lgth., 1 yr.
dry; NO. 2 C. 4/4 & 5/4", reg. wdth., good lgths, 1 yr. dry.
Knoxville, Tenn.

NO. 1 & BTR., red, 4/4 to 8/4", 5" & up. 8'
and longer, 10 mos. dry; NO. 1 & BTR., unsel.,
4/4 to 8/4", av. wdth. and lgth.; 10 mos. dry;
1 & 2 FACE, 4/4, 5" wide, 6' & longer, 10 mos.
dry; 1 & 2 FACE, 4/4", ran. wdth. and lgth.,
1 yr. dry. RICE LAKE LBR. CO., Rice Lake,
Wis.

FAS 8/4". MASON-DONALDSON LBR. CO.,
Rhinelander, Wis.

CHERRY

FAS & NO. 1 C., both 4/4", good wdths., 50% 14 & 16', 2 yrs. dry. Allantic Lumber Co., Buffalo, N. Y.
NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.
COM. & BTR. 4/4"; NO. 2 C. & BTR. 5/4 to 8/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
FAS 4/4", 10" & wider, av. wdth. 15½", 40 to 50% 14 & 16' long; NO. 2 C. & BTR. 4/4". WOOD-MOSAIC COMPANY, New Albany, Ind.

CHESTNUT

FAS & NO. 1 C., both 4/4", good withs, 50% 14 & 16', 2yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
FAS, NO. 1 C. and SCOOTS, all 4/4". BAB-COCK LUMBER CO., Pittsburgh, Fa.
NO. 1 & BTR. 4/4", reg. with. and 1gth., bone dry. SWAIN-ROACH LBR. CO., Seymour Ind.

bone dry. SWAIN-ROACH LBR. CO., Sey-mour, Ind. FAS 4/4 to 8/4", 6" & up, reg. lgth., 18 mos. dry; NO. 1 C. 4/4 to 8/4", 4" & up, reg. lgth., 18 mos. dry. YEAGER LUMBER CO., Buf-falo, N. Y.

CHITTUM

LOG RUN 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

CYPRESS

NO. 1 C. 4/4", reg. wdth and lgth., dry. NICKEY BROS., INC., Memphis, Tenn.

ELM—SOFT

NO. 1 C. 6/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
NO. 2 C. & BTR. 4/4, 6/4, 8/4". MASON-

DONALDSON LBR. CO., Rhinelander, Wis. NO. 3 & BTR., 4/4", av. wdth. and lgth., 10 mos. dry. RICE LAKE LUMBER CO., Rice Lake, Wis.

ELM—ROCK

LOG RUN, 8/4", reg. wdth. and lgth., 4 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.

GUM-SAP

BOX BOARDS 4/4", 9 to 12", reg. lgth. months dry, shipment 40 days; BOX BOARDS 4/4", 13 to 17", reg. lgth., months dry, shipment 40 days. NICKEY BROS., INC., Memphis, Tenn.

FAS 8/4", reg. wdth. and lgth., 4 mos. dry, NO. 1 C, 8/4", reg. wdth. and lgth., 4 mos. dry, NO. 2 C., 4/4", reg. wdth. and lgth., 4 mos. dry, NO. 2 C., 8/4", reg. wdth. and lgth., 4 mos. dry, NO. 2 C., 8/4", reg. wdth. and lgth., 6 mos. dry, SOUTH TEXAS LBR. CO., Houston, Tex.

GUM-PLAIN RED

FAS 1/2", 6" & up, reg. lgth., dry; NO. 2 C. 3/4", 3" & up, reg. lgth., dry. NICKEY BROS., INC., Memphis, Tenn.
FAS 6/4", reg. wdth and lgth., 2 mos. dry. PHILIP A. RYAN LBR. CO., Lufkin, Tex.

GUM—FIGURED RED

FAS ½", 6" & up, reg. lgth., dry; COM. & BTR. %, 5 & %,", reg. wdth. and lgth., dry; FAS 4/4, 6" & up, reg. lgth., 1 yr. dry, very fine quality. NICKEY BROS., INC., Memphis,

GUM—QUARTERED RED

COM. & BTR. 4/4", ran. wdth. and lgth., 4 mos. dry, sliced boards highly figured. LOUIS-VILLE VENEER MILLS. Louisville, Ky. CLEAR STRIPS 4/4", 2½-3½", reg. lgth., dry. NICKEY BROS., INC., Memphis, Tenn. FAS & NO. 1 C., both 4'4", reg. wdth. and lgth., 10 mos. dry. STIMSON VENEER & LBR. CO., Memphis, Tenn.

GUM—TUPELO

FAS 4/4", contain all the wide and B. W. R. WILLETT LBR. CO., Louisville, Ky.

HICKORY

NO. 2 C. 6/4". BABCOCK LUMBER CO., Pittsburgh, Pa.
NO. 1 C. 6/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOCUST

LOG RUN_4/4". BABCOCK LUMBER CO.,

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON - MARSH MAHOGANY CO.,

MAPLE—HARD

NO. 1 C., 4/4 to 16/4", 4" & wider, 18 mos. y. BLAKESLEE, PERRIN & DARLING, NO. 1 C., 4/4 to 10/4", 4 & witter, 10 must, 2 dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y. FAS & NO. 1 C., both 4/4, reg. wdth., 10-16', 1 yr. dry. WM. HORNER, Reed City, Mich. NO. 2 C. & BTR. 7/4 & 10/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis. NO. 1 C. & BTR. 8/4". WOOD-MOSAIC COMPANY, New Albany, Ind.

MAPLE—SOFT

FAS 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

OAK-PLAIN RED

BRIDGE PLANK, 8/4, 6" & wider, 12' long. BLISS-COOK OAK CO., Blissville, Ark. NO. 1 C. & NO. 2 C., both 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa. NO. 1 C. 6/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y. FAS 5/4", 11" & up; COM. & BTR. 5/8". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

Ind.

FAS 4/4", 25% 12" & up. 50% 14 & 16', 4
to 9 mos. dry; NO. 1 C. 4/4", 25% 10" & up.
60% 14 & 16', 4 to 8 mos. dry. LIBERTY
HARDWOOD LBR. CO., Big Creek, Tex.
FAS & NO. 1 C., both 6. 1", reg. wdth.. mostly
14 & 16', 8 mos. dry; FAS & NO. 2 C., both
6/4", reg. wdth. and 1gth., 1 yr. dry. J. M.
LOGAN LUMBER CO., Knoxville, Tenn.

FAS 4/4", reg. wdth. and lgth., dry; FAS & NO. 1 C., both 6/4", reg. wdth. and lgth., 3 mos. dry. PHILIP A. RYAN LBR. CO., Luf-

NO. 2 C. 4/4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.
NO. 1 C., 4/4", reg. wdth. and lgth., 8 mos. dry; NO. 2 C., 4/4", reg. wdth. and lgth., 10 mos. dry. SOUTH TEXAS LUMBER CO., Houston, Tex.
FAS 4/4", reg. wdth. and lgth., 1 yr. dry; NO. 1 C. 4/4", reg. wdth. and lgth., 10 mos. dry. STIMSON VENEER & LBR. CO., Memphis, Tenn.
FAS 4/4, 5/4, 6/4, 8/4, & 10/4", WOOD

Phils, Tenn.
FAS 4/4, 5/4, 6/4, 8/4 & 10/4". WOOD-MOSAIC COMPANY, New Albany, Ind.
FAS 4/4 to 12/4", 6" & up. reg. lgth., 18 mos. dry; NO. 1 C. 4/4 to 8/4", 4" & up. reg. lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.
FAS 5/4", soft texture. good wath

FAS 5/4", soft texture, good wdths. W. R. WILLETT LBR. CO., Louisville, Ky.

OAK-QUARTERED RED

COM. & BTR. 4/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind. FAS % & %", both 6" & up, reg. lgth., dry; CLEAR STRIPS 4/4", 4-4½", reg. lgth., dry; NICKEY BROS., INC., Memphis, Tenn. FAS 4/4", reg. wdth. and lgth., 10 mos. dry; NO. 1 C. 4/4", reg. wdth. and lgth., 10 mos. dry; NO. 1 C. 4/4", reg. wdth. and lgth., 10 mos. fory. STIMSON VENEER & LBR. CO., Memphis, Tenn.
FAS 3/4, 4/4. 5/4 & 6/4" WOOD WOOD TO FAS 3/4, 4/4, 5/4 & 6/4". WOOD-MOSAIC COMPANY, New Albany, Ind.

OAK-PLAIN WHITE

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.
NO. 1 C., 8/4 & 12/4", 4" & wider, 2 yrs. NO. 1 C., 8/4 & 12/4", 4" & wider, 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y. FAS, 4/4". BLISS-COOK OAK CO., Bliss-

lle, Ark NO. 1

rille, Ark.

NO. 1 C. & NO. 2 C., both 4/4", reg. wdth.
and lgth., dry. H. G. BOHLSSEN MFG. CO.,
New Caney, Tex.
NO. 1 C. 8/4", 18 mos. dry. G. ELIAS &
BRO., INC., Buffalo, N. Y.
FAS 4/4", reg. wdth. and lgth., 50% long
lgths., 10 mos. dry. J. M. LOGAN LUMBER
CO., Knoxville, Tenn
NO. 1 C. 4/4", 25% 10" & up, 60% 14 & 16',
4 to 8 mos. dry. LIBERTY HARDWOOD LBR.
CO., Big Creek, Tex.
FAS 4/4", reg. wdth. and lgth., dry; FAS
6/4", reg. wdth. and lgth., 3 mos. dry.
PHILIP A. RYAN LBR. CO., Lufkin, Tex.
FAS, NO. 1 C. & NO. 2 C., all 4/4", SOUTHERN PINE LUMBER CO., Texarkana, Texas.
FAS 4/4", reg. wdth. and lgth., 6 mos. dry;
NO. 2 C., 4/4", reg. wdth. and lgth., 8 mos.
dry.
SOUTH TEXAS LUMBER CO., Houston, Tex.
FAS. & NO. 1 C. both 4/4", reg. wdth. and
Lex.
FAS. & NO. 1 C. both 4/4", reg. wdth. and.

NO. 2 G., 7, dry. SOUTH TEXAS LUMBER CO., Tex.
FAS & NO. 1 C., both 4/4", reg. wdth. and 1gth., 10 mos. dry. STIMSON VENEER & LBR. CO., Memphis. Tenn.
CLEAR 1 FACE 4/4", 40, 48, 53, 58, 64, 72", bone dry. soft texture, even color. W. R. WILLETT LUMBER CO., Louisville, Ky. FAS 4/4 to 686", 6" & up, reg. 1gth., 18 mos. dry. NO. 1 C. 4/4 to 16/4", 4" & up, reg. 1gth., 18 mos. dry. YEAGER LUMBER CO., Buf-

OAK-QUARTERED WHITE

FAS 4/4". BLISS-COOK OAK CO., Bliss-FAS 4/4". BLISS-COOK OAK CO., Bliss-ville, Ark.
COM. & BTR. % to % & 4/4". HOFFMAN
BROS. COMPANY, Fort Wayne, Ind.
FAS 4/4", reg. wdth., good lgth., 1 yr. dry;
NO. 1 C. 4/4 & 5/4", reg. wdth., good lgth., 1 yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.
FAS %". reg. wdth. and leth. dry: FAS

Tenn.

FAS %", reg. wdth. and lgth., dry; FAS 1/2, 5% & 3/4", 6" & up, reg. lgth., dry; FAS 4/4", 12" & up, reg. lgth., dry; FAS 8/4", 4" & up, reg. lgth., dry; COM. & BTR. 1/4", reg. wdth. and lgth., dry; SELECT NO. 1 C. 4/4", 6" & up, reg. lgth., dry; CLEAR STRIPS 4/4", 2½-3½", 5-5½" and 4-4½", reg. lgth., dry. NICKEY BROS., INC., Memphis, Tenn.

Tenn.
NO. 1 & NO. 2 C., both 4/4". SOUTHERN
PINE LUMBER CO., Texarkana, Tex.
NO. 2 C., 4/4", reg. wdth. and lgth., 1 yr.
dry. SOUTH TEXAS LUMBER CO., Hous-

dry. SO ton, Tex ton, Tex.

FAS 1/2 & 4/4", reg. wdth. and lgth., 1 yr.
dry; FAS 3/4", reg. wdth. and lgth., 10 mos.
dry; NO. 1 C. 3/8", reg. wdth. and lgth., 14
mos. dry; NO. 1 C. 1/2 & 4/4", reg. wdth. and

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

HARDWOODS FOR SALE

lgth., 10 mos. dry. STIMSON VENEER & LBR. CO., Memphis. Tenn.

FAS 4 4" reg. wdth. and lgth. ' mos. and over dry. NO. 1 C. 6/4", reg. wdth. and lgth., bone dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS 4/4", bone dry. W. R. WILLETT LBR. CO., Louisville, Ky.

OAK—MISCELLANEOUS

BRIDGE PLANK, 2x6 to 2x12, 12, 14 & 16';
TIMBERS, 6x6 to 12x12—10 to 20', square edge
and sound, band sawed, ends carefully trimmed
and painted to prevent season checking.
SOUTHERN PINE LBR. CO., Texarkana, Tex.
NO. 1 C. %", reg. wdth. and lgth., 6 mos.
dry; WORMY 4/4", reg. wdth. and lgth., bone
dry. SWAIN-ROACH LUMBER CO., Seymour Ind.

POPLAR

ALL grades 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa. FAS 4/4 & 6/4", reg. wdth., 50% 14 & 16' kiln dried; NO. 1 & PANEL, 4/4", 18 to 23", 50% 14 & 16', 6 mos. dry. LITTLE RIVER LUMBER CO., Townsend, Tenn. SELECTS 4/4", 8" & up. good lgths., 1 yr. dry; NO. 1 c. 4/4", 7" & up. good lgths., 1 yr. dry; NO. 2 c. 4/4", reg. wdth. and lgth.. 6 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

Tenn.

COM. & BTR., 5/8 & 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; NO. 1 C., 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C., 4/4", 50% 14 & 16', 8 mos. dry. NOR-MAN LUMBER CO., Louisville, Ky.

PANEL 4/4", 20" & up, bone dry; FAS 12/4", reg. wdth. and lgth., 2 mos. and over dry. SWAIN-ROACH LUMBER CO., Seymour, Ind. NO. 2 C. & BTR. 5%". W. R. WILLETT LBR. CO., Louisville, Ky.

WALNUT

COM. & BTR. 4/4" to 8/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind. FAS & NO. 1 C., 5/8 to 8/4", very dry. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill. COM. & BTR., 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville. Ky. FAS 4/4", 8" & up, reg. lgth, dry; FAS 4/4", 6 to 8", reg. lgth., dry; NO. 1 & NO. 2 C., both 4/4", 3" & up, 15" & up, dry. NICKEY BROS., INC., Memphis, Tenn.

FAS 4/4", 6 to 16" wide, 6 & 7' lgths., \$97; FAS 4/4", 6 & 7" wide, 8 to 16' lgths., \$110; FAS, QTD., 4/4". 8 to 16' lgths., \$120; NO. 1 C., 4/4", 6" & wider, \$52; NO. 1 C., 5/4", 6" & wider, \$59; NO. 1 C., QTD., 4/4", \$55. SPE-CIAL stock, QTD., 4/4", clear of knots, 4 & 5" widths, 6' & longer, \$72; 4/4", clear asp steamed, of common dimensions, \$55. PICKREL WALNUT CO., St. Louis, Mo. CULL 4/4 to 8/4". SOUTHERN PINE LUMBER CO., Texarkana, Tex.
NO. 2 C. & BTR. 4/4 & 5/4", will assort for grade; NO. 1 C. & BTR. 14/4 to 16/4". WOOD-MOSAIC COMPANY, New Albany, Ind.

DIMENSION LUMBER

<code>HICKORY</code> and <code>OAK</code>, mostly hickory, chair stock, $14_4x14_4=17$ to 26'; $14_4x21_4=12$ to 44' and 2x2-24''. SOUTHERN PINE LUMBER CO., Texarkana, Tex.

FLOORING

BIRCH, CLEAR & NO. 1, 13/16x2½"; MA-PLE, FCTY, 15/16x2½", and 13/16x4", both 1 to 16' long, fine quality; PRIME, 13/16x4" and 11/16x4", both 1½ to 16' long, fine qual-ity; CLEAR, 11/16x2½"; ALL grades 11/16x 3½" and 13/16 and 2½". KERRY & HANSON FLG. CO., Grayling, Mich.

VENEER—FACE

GUM—RED

QTD., FIG'D., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

PLAIN & FIGURED, 1/28 to 1/4". Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, III.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—PLAIN
RED and WHITE, sawed, all thicknesses.
HOFFMAN BROTHERS CO., Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

OAK-QUARTERED

RED & WHITE, all thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne,

Ind.
ANY thickness. LOUISVILLE VENEER
MILLS. Louisville, Ky.

WALNUT

ALL thicknesses, sawed, HOFFMAN BROS.
COMPANY, Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.
SL. & RTRY. CUT. HUDDLESTONMARSH MAHOGANY CO., Chicago, Ill.
ANYTHING in walnut, veneers, pl. & fg., rty.
and sliced. PICKREL WALNUT CO., St.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 18 and 2S. HUDDLESTON-MARSH MAHOG-ANY CO., Chicago, Ill.

QTD, FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky. STOCK SIZES, 1/4, 5/16 & 3/8", good 18 and 28. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill. LOUISVILLE VENEER

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

WALNUT

ANY thickness, LOUISVILLE VENEER MILLS. Louisville, Kv.

CLASSIFIED ADVERTISEMENTS—CONTINUED

(Continued from Page 45)

WANTED-FOR SHIPMENT

Within four months several carloads 6x8"—8', and 7x8"—8' 6" White Oak, Red Oak and Chestnut Ties, for delivery Cairo, Chicago, Cincinnati and Toledo. All ties to be inspected at loading point.

FRAMPTON-FOSTER LUMBER CO., Pittsburgh, Pa.

BUSINESS OPPORTUNITIES

RELIABLE HARDWOODS CONNECTION

Wanted-on commission, or small salary and commission, for N. Y. City territory. Thirteen years in lumber business, last eight there.

Address "BOX 42," care HARDWOOD RECORD.

HARDWOOD PLANT FOR SALE

As a profitable going concern in Portland, Ore., comprising fully equipped sawmill, flooring and veneer plant, retail yards, with suitable stock of lumber, rail and water shipping facilities. Necessary capital, \$100,000 to \$150,000. For further particulars, reason for selling, etc., write J. S. EMERSON, Pacific Bldg., Vancouver, B. C.

FOR SALE

Woodworking and interior woodworking establishment in Philadelphia, Pa. Doing largest business in its history. \$100,000 or more will be required.

Address "BOX 40," care HARDWOOD RECORD.

WE OFFER CAPITAL

To financially responsible Timber Manufacturers or Owners, at 6%, and guarantee to sell products to best advantage, on liberal profit-sharing basis. We are Forest Products Mfrs., with high reputation, large resources, strong selling organization, annual sales \$2,000,000. Address "BOX 28," care HARDWOOD RECORD.

OREGON & CALIFORNIA

Railroad Co. grant lands. Title to same revested in United States by act of Congress dated June 9, 1916. 2,300,000 acres to be opened for homesteads and sale. Agricultural and timber lands. Conservative estimate forty billion feet of commercial lumber. Containing some of the best land left in United States. Large map showing land by sections and description of soil, climate, rainfall, elevation, etc. Postpaid One Dollar. GRANT LANDS LOCATING CO., Box 610. Portland, Oregon.

FOR SALE—IN HERKIMER CO.,

N. Y., Sawmill with water power and steam Also tract of 277 acres timberland with 1,000,000 ft. Birch, Maple and Spruce.

Will sell the whole for \$20,000 or will sell half interest to practical man who will run it.

Address "BOX 44," care HARDWOOD RECORD.

MISCELLANEOUS

WANTED QTD. W. OAK FLITCHES

to saw. I have veneer mill doing custom veneer sawing. Manufacturers of qtd. W. Oak filtches take notice. Let me saw your filtches into veneer and you receive handsome veneer profit. My price is reasonable. Can sell output of my plant on contract. Address "BOX 30," care HARDWOOD RECORD.

WANTED TO BUY

Fuel wood for shipment to Chicago: Cordwood: Oak, Hickory, Hard Maple and Beech.

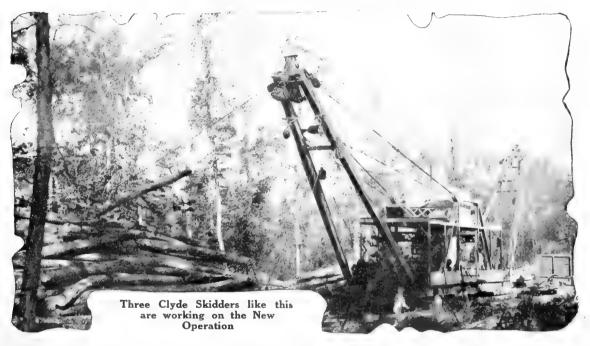
Oak Edgings, bundled or loose; Hickory spoke wood; 12" and 4' Slabs and Edgings. Write us if you have wood to sell.

COVEY-DURHAM COAL CO., 431 S. Dearborn St., Chicago, Ill.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

COULTINATE DES

Changing the Cut from Cypress to Pine



The March number of LOGGING tells all about one of the biggest cypress operations in Louisiana; how it cut out nearly all its cypress and is now cutting principally pine.



SEND FOR A SAMPLE COPY of this number of LOGGING and read this interesting article.

CLYDE IRON WORKS

Manufacturers of Quick-Moving Clyde Logging Machinery DULUTH, MINNESOTA, U. S. A.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.

VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer. Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

in all standard widths, grades and thicknesses, is just what you are looking for on that particular order. Write us, and we will convince you.

Kerry & Hanson Flooring Co. Grayling, Michigan

We are members of the Maple Flooring Manufacturers Ass'n.

"IDEAL" Steel Burnished

Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock, and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL"

Rough or Finished Lumber-All Kinds

Send Us Your Inquiries

I. STEPHENSON CO., Trustees Wells, Michigan

We have the following dry stock to offer:

1 car 6-4" 1st & 2nds Hard Maple.

2 cars 4-4" 1st & 2nds Basswood.

3 cars 4-4" No. 1 Common Basswood.

5 cars 4-4" No. 1 Common Birch.

Let us have your inquiries.

FOSTER BROS., Tomahawk, Wis.

WISCONSIN AND MICHIGAN HARDWOODS

WISCONSIN BIRCH

Can furnish limited amounts 5/4 and 8/4 in above cars.

Let us quote you our prices

RICE LAKE LUMBER CO.

Yard and Mills, RICE LAKE, WISCONSIN

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

HAVE FOLLOWING STOCK AT IRON MOUNTAIN, CAR SHIPMENTS:

15 M ft. of.....10/4 No. 1 Common & Better BIRCH

15 M ft. of.....12/4 No. 1 Common & Better BIRCH

50 M ft. of...........6/4 No. 3 Common SOFT ELM

EAST JORDAN LUMBER CO.

----Manufacturers-

"IMPERIAL"
Maple Flooring

EAST JORDAN,

MICH.



The Foremost Hardwood Market of the East

Yeager Lumber Company

INCORPORATED

EVERYTHING IN HARDWOODS
932 Elk Street

Buffalo Hardwood Lumber Co.

OUR SPECIALTY
Plain and Quartered Red
and White Oak and Ash

940 SENECA STREET

Taylor & Crate HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller

Hardwoods
of All Kinds

1142 Seneca St.

G. ELIAS & BRO.

HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlack, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK
940 Elk Street

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.

1100 Seneca Street

Standard Hardwood Lumber Co. OAK, ASH AND CHESTNUT

1075 Clinton Street

T. SULLIVAN & CO. Hardwoods

Ash *and* Elm NIAGARA—CORNER ARTHUR

Atlantic Lumber Company HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

ATKINS

SILVER STEEL

Segment Ground Cross-cut

SAWS



A necessity where production can be increased through the use of Saws that will cut faster and require less filing.

The exclusive "Atkins Process" of Segment Grinding has provided you with Crosseut Saws that can not bind. The blade is tapered from the toothed edge, evenly throughout the entire length to a narrow edge along the back. For this reason ATKINS SAWS run with less set and cut faster.



To secure perfect edge holding qualities, we use the finest Crucible Steel, known throughout the world as "Silver Steel." It is manufactured according to our own formula and has proven, in Service, to be the finest for use in Saws.

Your Spring order should be for SHAVER STEEL CROSS CUTS. Our absolute Guarantee assures satisfaction.

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People

Home Office and Factory, Indianapolis, Ind.

Machine Knife Factory, Lancaster, N. Y.

Canadian Factory, Hamilton, Ont.

B. anches carrying complete stocks in all large distributing centers, as follows:

MINNEAPOLIS
NEW ORLEANS
NEW YORK CITY

Beautiful and beauti

ATLANTA CHICAGO MEMPHIS PORTLAND, ORE.
SAN FRANCISCO
SEATTLE
VANCOUVER, B. C.
SYDNEY, N. S. W.
PARIS, FRANCE

Preparedness

We have mobilized for an emergency

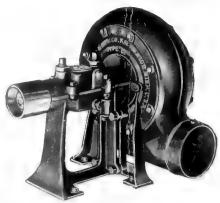
It is well that consumers of lumber familiarize themselves with conditions for an emergency.

If So

When the crisis comes and you need dry, well manufactured lumber and need it badly, you are prepared, having familiarized yourselves with the quality and character of lumber produced by

STIMSON MILLS

Cast Iron Fans



28 Fans in One

7 Different Discharges Pulley on Either Side Single or Double Inlet

IF YOU NEED A SMALL EXHAUST FAN OR BLOWER WRITE FOR CATALOG R-12

CARAGE FAN OMPANY.

HEATING VENTILATING & DRYING ENGINEERS.
KALAMAZOO-MICHIGAN-U.S.A.

GRAND RAPIDS VAPOR DRY KILN

GRAND RAPIDS MICHIGAN

GUARANTEES

There is a difference in them — not alone in wording and salesmanship, but in intent, in actual service and in ability to perform.

The Grand Rapids Vapor Kiln guarantee is based on a scientific measurement; it is original and the result of our thirty years' experience in woodworking.

We know the difference between ordinary kiln operation and ordinary guarantees, and we know you do want dependable guarantees based on real service and tests.

Need we say more?

Grand Rapids Veneer Works
Grand Rapids, Mich.
Western Agents, Greeff Varnish Kilns



SOULE Steam Feed

Designed for the sawmill by a mill-man.

It will not use excessive steam and gives instant and positive control.

Our prices are actually, not relatively, low.

It has positively increased capacity from 10 to 50 per cent

SOULE STEAM FEED WORKS MERIDIAN, MISS.

DRUM OUTFITS, STACKERS, POWER TIMBER HANDLERS, LATHES, DOGS AND OTHER MILL EQUIPMENT

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